

JAN 1 1927

Annual Summary Number
DUN'S REVIEW

A Weekly Survey of Business Conditions
in the United States and Canada

1927

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SEEKING NEW BUSINESS
ON OUR RECORD

STATEMENT OF CONDITION

At the close of business, December 31, 1926

ASSETS

Loans and Discounts	\$119,612,561.60
U. S. Bonds and Certificates	5,040,629.99
Other Bonds and Investments	13,531,094.82
Banking House	1,500,000.00
Acceptances	9,137,998.33
Cash and Due from Banks	46,061,487.36
Other Assets	436,743.38
	<hr/>
	\$195,320,515.48

LIABILITIES

Capital Stock	\$4,500,000.00
Surplus	17,500,000.00
Undivided Profits	1,561,293.24
	\$23,561,293.24
Reserved: Taxes, Interest, etc.	872,089.38
Circulation	345,797.50
Acceptances	11,926,242.08
Other Liabilities	620,182.80
Deposits:	
Individuals	\$119,051,843.66
Banks	38,943,066.82
	<hr/>
	\$195,320,515.48

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COMBINED RESOURCES EXCEED \$450,000,000

DUN'S REVIEW

A Weekly Survey of Business Conditions in the United States and Canada

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THE YEAR 1926

STATISTICAL RECORD

	1926.	1925.
Bank Clearings	\$522,505,300,000	\$512,050,100,000
Railroad Earnings	5,637,864,000	5,410,617,000
Farm Crops	7,801,313,000	8,949,321,000
Merchandise Exports	4,840,000,000	4,909,847,000
Merchandise Imports	4,480,000,000	4,226,589,000
Net Gold Imports †	87,988,000	*135,614,000
Commercial Failures	409,232,000	443,744,000
Bond Sales (par value)....	3,029,685,000	3,399,646,000
Stock Sales (shares)....	449,103,000	452,334,000
Pig Iron Output (tons)....	39,500,000	36,403,000
Unfilled Steel Tonnage †....	3,807,000	4,582,000
Cotton Consumption (bales)....	6,665,000	6,338,000
Cotton Exports (bales)....	8,700,000	8,533,000
DUN'S Price Index †	\$187.746	\$198.456

† To December 1, both years.

* Net exports.

unmatched, notwithstanding lower commodity prices and smaller transactions on the Stock Exchange; and domestic merchandise exports were above the average for recent years, despite unsettlement in some foreign currencies.

Conservatism was again the ruling sentiment during 1926, yet projects were undertaken with confidence. Many new enterprises were launched, important banking mergers were effected, and numerous increased and special distributions to stockholders reflected the prosperity of corporate interests. Earnings of some companies were unexampled and more new high price records were reached in the stock market, many of them toward the close of December. The temporary collapse of speculation for the rise early in the year led to some apprehension of a general commercial setback, but none was witnessed. Seasonal variations in trade occurred, and the low price for cotton and other special causes adversely influenced conditions in the South; yet the underlying stability of business remained. The extensive purchases of many kinds of goods through deferred payments occasioned much comment, because of the possible results from such commitments, but there was no wide-spread unemployment of workers such as might have brought about defaults on the part of individuals in meeting obligations. Both in wholesale and retail branches, the policy of buying for well-defined needs only was adhered to, this practice being encouraged and facilitated by the efficient transportation service and the ability to obtain prompt deliveries. Consequently, competitive bidding for supplies, with its concomitant of rapidly advancing prices, was virtually absent, and inventories, for the most part, were kept within prudent limits. The turnover of holiday merchandise toward the year-end was of great magnitude, testifying to the sustained large public consuming power.

The decrease in the liabilities of commercial failures in the United States last year was proportionately greater than the increase in the number of defaults. The latter exceeded those of 1925 by a little more than 2 per cent., but the indebtedness was smaller by nearly 8 per cent. Not in any year back to 1920, in fact, has the amount of money involved been less than that of last year, although the number of insolvencies is the largest reported since 1922. With more firms and individuals in business than ever before, however, some increase in the number of failures is not surprising, as the possibilities of financial embarrassment are thereby enhanced. DUN's Insolvency Index shows that the ratio of defaults to firms and individuals engaged in commercial pursuits was but little higher last year, being 100.9. This compares with 100.4 in 1925; the top point since the beginning of the World War was 132.3 in 1915, and the low mark was 37.5 in 1919. That is, indeed, the lowest level ever reached. The ratio had risen

NOT only was there an absence last year of the commercial reaction which had been predicted in certain quarters, but some new high records were attained. Even the notable achievements of 1925 were surpassed in several instances, while financial operations of unusual magnitude were effected without undue strain on the money market. The number of mercantile failures increased, but the ratio of reverses to the total of firms and individuals in business was little changed, and the liabilities decreased. Stability in commodity prices was a prominent phase, there being an extreme variation of only 6 per cent. in DUN's monthly index, and few striking fluctuations occurred in the principal commodities. The great decline in cotton was the outstanding exception, but this resulted from a harvest largely in excess of the previous maximum, and not from a reduction in demand. As a whole, crop production was above the average in quantity, but below it in quality, and lower prices appreciably reduced the estimated value of farm staples. The rate of manufacture in different industries continued on a high level, although in many cases competition for orders was keen and profit margins were relatively narrow. Even with a contraction in new building construction in some sections, which was not surprising in view of the preceding remarkable activity, the make of steel was unparalleled, and passed quickly into consumption. Output at most automobile plants was record-breaking, while an expansion of operations at textile mills was an encouraging development. One of the most noteworthy features of the year was the unprecedented movement of freight on the railroads, reflecting the big distribution of goods, and both the gross and net revenues of the common carriers increased substantially. The volume of bank clearings, moreover, was

to above 119 by 1922, but there was a sharp decline in 1923, followed by a considerable upturn in the next year. It has remained steady at slightly over 100 during the last three years.

Not since 1920, when the high record was established, has the foreign trade of the United States equaled that of last year. Combining the exports and imports of merchandise, an aggregate of about \$8,428,000,000 is shown for eleven months of 1926, the latest period for which statistics are available. This is approximately 2 per cent. more than the total for 1925, and discloses still larger gains over the figures for all other years back to 1920. In that year, this

country's foreign commerce reached the unexampled sum of more than \$12,500,000,000. The increase last year over the amount for 1925 was wholly in imports, which exceeded \$4,000,000,000 for eleven months, and were the largest reported in six years. The rise in imports over those for 1925 was about 6½ per cent., whereas the eleven months' exports, at \$4,347,000,000, decreased a little more than 2 per cent. Hence, the excess of exports over imports last year, or the so-called favorable balance of trade, was reduced to \$266,000,000, which is the smallest since 1923. It is more than 56 per cent. below the export surplus shown for eleven months of 1925.

NOTEWORTHY YEAR IN SECURITIES MARKETS

Many New High Price Records, with Largest Single Day's Trading in Stocks—Money Rates Stable—French Exchange Declines

THE general level of prices on the New York Stock Exchange ended in 1926 at the highest point on record, following a year of wide changes, heavy trading and at least two major breaks which were followed by steady recoveries. The market started the year in a confident manner and prices moved slowly upward, but at the beginning of March encountered a wave of selling such as has seldom been experienced. This was based primarily on the decision of the Interstate Commerce Commission rejecting the plans for the Greater Nickel Plate System railroad merger. On March 3, the liquidation reached the proportions of a stampede and on that day trading on the Exchange attained its largest volume in all time, with the transfer of 3,786,111 shares of stock, and prices from 5 to 50 points below the levels that prevailed previous to the wave of selling. A sharp recovery immediately followed, in which the railroad shares and the leading industrials participated. Strong banking support came into the market, brokers' loans had been largely liquidated, leaving large supplies of money available, and notice was taken of the active state of trade, heavy freight traffic and larger corporate earnings.

After the rebound from the March break, prices worked gradually upward, but with lessened activity. The usual dullness developed in the Summer, but early in August the speculative element bought heavily of General Motors and of other stocks, and a sharp advance followed. After somewhat erratic fluctuations, but mostly on the upward side, the market ran into a severe selling movement in October. Brokers' loans had expanded steadily and the break was attributed to the magnitude which these loans had attained, this having been taken as evidence that the market had reached an over-extended position. Liquidation developed on a heavy scale and prices continued to move downward, the selling being accelerated by the great drop in the price of cotton, the damage resulting from the Florida hurricane and the collapse of real estate speculation in that State. In November, however, the upward swing was resumed, a great majority of the active stocks recovering most of the ground lost in October and not a few establishing new high records for the year. In December, one of the most active markets of the year developed, with prices advancing strongly. This movement had its inspiration chiefly in the declaration of a 40 per cent. stock dividend by the United States Steel Corporation. Its effect was soon apparent, not only in Steel, which sold at a record high price above 160, as compared with a low point for the year of 117, but throughout the general list. At the close of the year the general body of stocks had not only recovered all of the ground lost in the two major breaks, but the averages were at the highest level in their history.

The prosperity of the railroads was one of the constructive features of the market during practically all of the year. The movement of freight broke all records, and a large number of the country's roads either increased their dividends, made extra distributions or resumed dividends

after years of unproductiveness. The year was notable for its unusually large distributions to shareholders. In addition to the United States Steel dividend, the big features in this line included a 50 per cent. stock dividend by General Motors on August 12, which was followed later in the year by an extra dividend by that corporation. Brokers' loans, the publication of which was inaugurated last year, occasioned much interest. The Federal Reserve report covering the loans of the New York City member banks started the year at their highest figure, \$3,141,125,000, and gradually declined to \$2,408,695,000 on May 19, after which they expanded steadily to the end of September. This was followed by a drop of \$210,000,000 in October, a further downward movement in November and renewed expansion in December.

The transactions in stocks on the New York Stock Exchange are given herewith for each month of recent years, the figures representing shares:

	1926.	1925.	1924.	1923.
Jan.	39,088,300	41,430,000	26,857,400	19,913,800
Feb.	35,461,700	32,750,000	20,721,600	22,979,500
Mar.	52,040,100	38,567,000	18,349,200	23,964,700
Apr.	30,223,800	24,835,000	17,921,500	20,092,000
May	23,183,200	35,463,000	13,514,000	23,155,700
June	37,989,500	30,859,000	17,003,100	19,754,200
July	36,731,600	32,272,000	24,318,200	12,551,900
Aug.	44,189,400	32,865,000	21,809,000	13,144,600
Sept.	36,903,700	36,885,000	15,184,900	14,643,300
Oct.	40,212,800	53,423,000	18,333,000	15,764,900
Nov.	31,182,600	48,980,000	41,657,100	22,588,600
Dec.	41,891,500	42,876,000	42,875,900	25,523,900
Total ...	449,103,200	442,205,000	281,544,900	236,077,100

Following are the transactions in bonds, by months, on the New York Stock Exchange, the figures representing par value of sales:

	1926.	1925.	1924.	1923.
Jan.	\$304,474,100	\$364,022,500	\$328,527,000	\$277,445,800
Feb.	241,600,900	319,165,300	233,003,600	281,362,800
Mar.	268,780,800	312,579,800	282,490,900	270,176,200
Apr.	305,606,800	276,289,500	281,675,700	243,556,500
May	238,918,900	346,393,900	278,649,000	269,929,800
June	267,198,100	283,703,000	384,411,000	248,644,900
July	214,429,600	264,623,900	344,183,000	179,131,600
Aug.	182,270,900	217,720,600	345,434,700	158,565,200
Sept.	191,872,600	230,753,100	255,131,800	157,969,300
Oct.	227,049,900	261,939,000	292,579,800	213,782,600
Nov.	276,150,300	242,632,800	390,571,200	256,899,000
Dec.	311,340,900	269,522,400	388,251,300	229,806,000
Total ...	\$3,029,684,800	\$3,398,345,800	\$3,807,908,400	\$2,767,269,100

The bond market established several records during the year, both in activity and in prices. The trend was upward a great part of the year, owing to the plentitude of money, the steady broadening of the investment demand and the comparative scarcity of new offerings, but the principal activity dated from October 26, when a banking group headed by J. P. Morgan & Co. brought out a \$50,000,000 portion of an international loan for the stabilization of Belgian finances. This loan was promptly over-subscribed, and the bonds worked up to a premium of 7 points over their original offering price. This was reflected in broad

(Continued on page 27)

LIABILITIES OF COMMERCIAL FAILURES REDUCED

Despite a Small Increase in Number of Defaults Last Year, the Indebtedness Decreased Substantially—More Banking Suspensions

THE distinguishing feature of the insolvency statistics for the year 1926 is the considerable reduction in the liabilities of commercial failures in the United States. With 21,773 defaults, or an increase of about 2½ per cent. over the number for 1925, the indebtedness for last year decreased nearly 8 per cent., to \$409,232,278. This compares with \$443,744,272 in 1925, and is, in fact, the smallest for all years back to 1920, when the amount was less than \$300,000,000. The highest point on record was reached in 1921, at \$627,401,883; in 1922 the liabilities approximated \$624,000,000, but three of the last four years have shown contraction. On the other hand, every year since 1923 has disclosed a larger number of failures, although the increase for 1926 is comparatively slight. Proportioned to each 10,000 firms and individuals in business the ratio of defaults for last year is but little above that for 1925, being 100.9, against 100.4. It makes a still closer comparison with the ratio of 100.7 in 1924, and contrasts with 119.4 in 1922, the high mark of the last decade. The ratio touched 132.3 in 1915, but by 1919 it had fallen to 37.5, the low point.

The number of commercial failures for each year since 1866 is given below, with the ratio of such defaults to each 10,000 of firms and individuals in business:

Years.	Number.	Ratio.	Years.	Number.	Ratio.
1926.....	21,773	100.9	1895.....	13,197	109.1
1925.....	21,214	100.4	1894.....	13,885	124.6
1924.....	20,615	100.7	1893.....	15,242	127.7
1923.....	18,718	93.8	1892.....	10,344	88.9
1922.....	23,676	119.4	1891.....	12,273	107.3
1921.....	19,652	102.0	1890.....	10,907	98.3
1920.....	8,881	48.8	1889.....	10,882	104.4
1919.....	6,451	37.5	1888.....	10,679	102.8
1918.....	9,982	58.4	1887.....	9,634	90.7
1917.....	13,855	79.9	1886.....	9,824	101.3
1916.....	16,993	99.5	1885.....	10,637	115.6
1915.....	22,156	132.3	1884.....	10,968	121.6
1914.....	18,280	110.4	1883.....	9,184	106.2
1913.....	16,037	99.2	1882.....	6,788	82.6
1912.....	15,452	98.7	1881.....	4,735	71.0
1911.....	13,441	88.1	1880.....	4,375	63.0
1910.....	12,652	83.5	1879.....	6,658	95.6
1909.....	12,924	80.2	1878.....	10,478	155.0
1908.....	15,690	108.3	1877.....	8,872	136.0
1907.....	11,725	82.6	1876.....	9,092	133.2
1906.....	10,682	76.4	1875.....	7,740	121.1
1905.....	11,520	84.3	1874.....	5,830	97.4
1904.....	12,199	91.7	1873.....	5,183	92.5
1903.....	12,069	93.5	1872.....	4,069	77.1
1902.....	11,615	92.6	1871.....	2,915	61.4
1901.....	11,002	90.2	1870.....	3,546	83.0
1900.....	10,774	91.4	1869.....	2,799	79.3
1899.....	9,337	81.3	1868.....	2,608	93.4
1898.....	12,186	110.2	1867.....	2,780	132.8
1897.....	13,351	126.0	1866.....	1,505	94.1
1896.....	15,088	131.0			

The increase in number of failures last year over those for 1925 was chiefly among agents, brokers, and other firms and individuals which cannot be properly included in either the manufacturing or trading classifications. The "other commercial" defaults numbered 1,110, or fully 15 per cent. more than the total for 1925, and the manufacturing insolvencies increased 6 per cent., to 5,395. Such failures numbered 5,090 in 1925. Little change occurred among traders, the number of defaults in that classification being 15,268, or less than 1 per cent. above the similar insolvencies for 1925. In each instance, despite the larger number of failures, the liabilities decreased, particularly among agents, brokers, etc. The indebtedness for that group fell from \$60,690,863 in 1925 to \$49,856,289 last year, a reduction of nearly 18 per cent. The trading liabilities, at \$201,333,973, show a falling off of 6½ per cent., while the contraction in the indebtedness among manufacturers approximates 6 per cent., the amount being \$158,042,016, against \$167,684,839 in 1925.

The number and liabilities of failures in the United States, by separate classes, are given herewith for two years:

Class.	Number	Liabilities
Manufacturing	5,395	5,090
Trading	15,268	15,161
Agents and Brokers.....	1,110	963
Total Commercial.....	21,773	21,214

Analysis of the quarterly returns for 1926 shows that the lowest commercial mortality was recorded during the third quarter, with 4,635 defaults, involving \$87,799,486 of liabilities. As is invariably the case, the last quarter of the year brought a considerable increase, the number of insolvencies rising to 5,662 and the indebtedness to \$111,544,291. In point of number of failures, however, the high mark was reached in the first quarter, with a total of 6,081. The month of January had 2,296 defaults; by September the number had fallen to 1,437, but in December 2,069 insolvencies were reported. That month had the largest liabilities of the year—\$45,619,578.

The following table compares the quarterly failures for the last two years:

Period.	Number	Liabilities
First Quarter	6,081	5,960
Second Quarter	5,395	5,451
Third Quarter	4,635	4,663
Fourth Quarter	5,662	5,131
Year	21,773	21,214

When last year's insolvency statistics are examined according to geographical sections it is seen that the South Atlantic States alone show a smaller number of commercial failures than in 1925. The reduction for that group is a little more than 4 per cent., while the liabilities decreased fully 8 per cent. The indebtedness also was lower in the Middle Atlantic States, the Central East, the Central West, the Western section and the Pacific Coast States. The largest decreases are 22.0 per cent. in the Western States, 19.2 per cent. on the Pacific Coast and 16.3 per cent. in the Central West, and New England and the South Central States alone show a larger indebtedness than in 1925, the increases being 1.4 and 4.1 per cent., respectively. In New England the number of defaults rose 5.5 per cent., in the Middle Atlantic States 2.5 per cent., in the South Central group 2.8 per cent., in the Central East 0.5 per cent., in the Central West 7.1 per cent., in the Western section 6.9 per cent., and on the Pacific Coast 4.4 per cent.

Commercial failures by geographical sections are compared herewith for the last two years:

Sections.	Number	Liabilities
New England	2,396	2,272
Middle Atlantic	5,148	5,020
South Atlantic	1,998	2,083
South Central	2,350	2,286
Central East	4,267	4,247
Central West	2,208	2,062
Western	777	727
Total	21,773	21,214

The 2,396 commercial failures in New England for the year 1926, involving \$47,803,327 of liabilities, compare with 2,272 defaults for \$47,125,038 in 1925. This is an increase of 124 in number of insolvencies, and of about \$678,000 in amount of indebtedness. Four of the six States included in this geographical section reported fewer failures for last year, these being Maine, Vermont, Connecticut and Rhode Island. The decreases, however, are slight in each case, and are considerably more than offset by the larger totals for New Hampshire and Massachusetts. The numerical increase in Massachusetts is 112, while in New Hampshire it is 33. Only two of the States in this group—Maine and Massachusetts—show smaller liabilities for 1926, the reduction in Massachusetts exceeding \$5,000,000. Relatively the most unsatisfactory exhibit is made by Connecticut, with an increase of about \$3,800,000, and the indebtedness for Rhode Island rose nearly \$1,600,000.

Despite an increase of 128 in the number of commercial defaults in the Middle Atlantic States, the liabilities for that section for the year 1926 show a reduction of more than \$10,000,000 from the amount for 1925. Thus, the 5,148 insolvencies for this group last year compare with 5,020 for 1925, while the liabilities are \$122,567,941 for 1926.

against \$132,687,727 for the immediately preceding year. The number of failures in Pennsylvania is practically the same for both years, but there is an increase of 39 in New York State and of 87 in New Jersey. The outstanding feature in respect to the indebtedness is a decrease of \$22,000,000 in the total for New York State, most of this reduction being in the classification embracing agents, brokers, and similar concerns. The liabilities for New Jersey increased about \$5,600,000 over those for 1925, while the amount for Pennsylvania rose \$6,400,000.

The relatively favorable insolvency record for the South Atlantic States for last year is shown by commercial defaults numbering 1,998 and having an indebtedness of \$44,289,658, as compared with 2,083 failures, involving \$48,262,236, in 1925. Hence, the decrease in number of failures is 85, while the reduction in liabilities approximates \$4,000,000. Six of the nine States included in this section reported fewer insolvencies for 1926, these being Maryland, Delaware, Virginia, North Carolina, South Carolina and Georgia. The decreases range from 10 in Maryland to 120 in Georgia. The largest increase is one of 91 in Florida. That State also shows a sizable expansion in amount of indebtedness, the total being larger by fully \$5,000,000, but Maryland is the only other State in this group with liabilities above those for 1925. Especially favorable exhibits are made by West Virginia, South Carolina and Georgia.

In the following table, the number and liabilities of commercial failures in the United States, by months, are given, the manufacturing and trading classes being tabulated separately:

ALL COMMERCIAL

	Number			Liabilities	
	1926.	1925.	1924.	1923.	1926.
Jan.	2,296	2,317	2,108	2,126	\$43,651,444
Feb.	1,801	1,793	1,730	1,508	34,176,348
Mar.	1,984	1,855	1,817	1,682	30,622,547
April	1,957	1,933	1,707	1,520	38,487,321
May	1,730	1,767	1,816	1,530	33,543,318
June	1,708	1,745	1,607	1,358	29,407,523
July	1,605	1,685	1,615	1,231	29,680,009
Aug.	1,533	1,515	1,520	1,319	28,129,660
Sept.	1,437	1,462	1,306	1,236	29,989,817
Oct.	1,763	1,581	1,696	1,672	33,250,720
Nov.	1,830	1,672	1,653	1,704	32,692,993
Dec.	2,069	1,878	2,040	1,841	45,619,578

MANUFACTURING

Jan.	510	480	505	499	\$16,093,950	\$11,909,187	\$28,875,260
Feb.	447	409	398	348	10,822,319	15,334,214	16,478,308
Mar.	469	429	484	427	9,861,821	13,374,584	72,838,426
April	494	430	438	358	16,733,792	13,097,046	23,136,875
May	437	400	507	401	16,157,115	18,183,856	17,756,977
June	435	431	439	348	10,091,603	16,159,040	16,645,661
July	396	418	415	350	11,167,184	10,931,798	20,022,429
Aug.	449	365	414	385	12,615,585	22,338,628	29,924,175
Sept.	374	388	360	224	10,032,741	8,167,172	19,468,185
Oct.	450	408	411	498	11,649,671	11,244,337	15,619,253
Nov.	410	442	361	495	16,097,444	13,993,701	10,252,127
Dec.	494	490	475	495	16,758,491	12,931,276	15,752,584

TRADING

Jan.	1,696	1,757	1,538	1,569	\$21,511,872	\$24,654,579	\$19,525,282
Feb.	1,282	1,285	1,250	1,115	20,317,275	21,066,839	17,598,487
Mar.	1,124	1,345	1,254	1,179	18,622,793	17,594,994	19,239,933
April	1,378	1,427	1,178	1,083	19,093,768	21,535,911	18,718,944
May	1,216	1,286	1,215	1,069	15,709,760	15,819,957	15,346,023
June	1,150	1,229	1,084	970	15,525,130	17,213,189	14,809,593
July	1,122	1,184	1,124	828	14,614,282	15,961,174	12,420,599
Aug.	1,071	1,066	1,194	888	14,095,543	13,160,130	16,360,776
Sept.	958	1,015	883	863	11,242,485	14,989,871	10,125,648
Oct.	1,205	1,111	1,156	1,110	15,874,320	13,529,784	16,121,861
Nov.	1,235	1,146	1,193	1,131	14,157,616	18,907,091	15,781,521
Dec.	1,469	1,307	1,464	1,254	20,578,954	20,635,051	27,141,448

QUARTERLY STATEMENTS OF FAILURES AND AVERAGE OF LIABILITIES

Years.	FIRST QUARTER.			SECOND QUARTER.			THIRD QUARTER.			FOURTH QUARTER.			TOTAL FOR THE YEAR		
	No. Fail- ures.	Amount of Liabilities.	Average Liabili- ties.	No. Fail- ures.	Amount of Liabilities.	Ave'ge Liabili- ties.									
1906	3,102	\$33,761,107	\$10,583	2,510	\$28,902,967	\$11,515	2,300	\$21,906,183	\$9,563	2,770	\$34,541,278	\$12,470	10,682	\$119,201,515	\$11,159
1907	1,136	32,075,100	10,228	2,471	37,493,071	15,173	2,151	46,678,686	13,635	3,148,387	11,279	11,725	197,385,224	16,884	
1908	4,909	75,706,191	15,422	3,800	48,668,642	12,805	3,457	55,302,690	15,997	3,524	42,638,161	12,099	15,690	222,315,684	14,169
1909	3,850	44,221,865	11,543	2,981	44,080,223	14,787	2,994,498	10,259	12,537	36,967,594	11,350	12,924	154,603,465	11,963	
1910	3,523	73,079,154	20,732	2,863	39,160,152	13,678	3,018	42,177,998	14,008	3,253	47,339,793	14,552	12,652	201,757,097	15,947
1911	3,985	59,651,761	11,909	3,076	44,946,590	14,319	2,880	35,167,269	12,211	3,500	52,196,045	14,913	13,441	191,061,665	14,215
1912	4,828	63,012,323	13,051	3,489	41,999,900	12,898	3,498	45,532,137	13,013	3,638	49,573,031	13,631	15,452	203,117,391	13,145
1913	4,458	76,832,277	17,353	3,705	56,076,784	15,135	3,549	63,837,313	17,987	4,323	75,925,912	17,555	16,037	272,672,288	17,003
1914	4,826	83,221,826	17,263	3,717	101,877,004	27,410	4,298	86,818,291	20,200	5,439	85,990,838	15,811	15,284	357,908,858	15,519
1915	7,219	105,375,389	14,648	5,564	82,588,200	15,044	4,548	52,876,525	11,630	4,804	60,026,000	14,094	2,208	308,000,000	14,044
1916	5,700	44,492,146	11,155	3,058	18,718,257	12,500	3,705	43,155,200	14,120	4,118	42,625,197	11,120	16,093	196,212,250	11,167
1917	6,937	62,307,099	13,286	4,551	44,214,257	11,944	5,249	44,536	11,118	40,491,333	12,986	13,555	182,441,250	13,165	
1918	3,300	49,780,300	15,085	2,589	38,013,262	14,683	2,180	35,181,462	16,139	3,913	40,044,955	20,943	9,982	163,019,970	16,331
1919	1,904	35,821,052	18,813	1,559	32,889,834	21,096	1,303	20,230,722	14,523	6,451	24,349,629	15,266	6,451	113,291,237	17,561
1920	1,627	29,704,499	18,256	1,725	57,041,377	33,067	2,031	79,833,595	39,308	3,498	128,544,334	36,747	8,881	295,121,805	33,220
1921	4,872	180,397,989	37,038	4,163	130,273,615	31,293	27,440	122,629,399	6,145	194,020,880	31,575	19,652	627,401,883	31,926	
1922	7,517	215,012,865	29,002	5,867	155,03,973	28,538	5,033	117,198,157	23,285	2,559	128,981,756	25,285	23,676	628,896,251	26,351
1923	5,316	138,281,574	26,002	4,408	121,192,494	27,498	5,776	98,754,559	26,153	5,213	181,208,179	34,728	15,715	539,886,508	28,816
1924	6,655	184,865,571	28,601	5,130	119,594,388	23,318	4,441	126,263,495	28,431	5,389	112,501,095	20,876	20,615	548,225,449	26,351
1925	5,969	128,481,780	21,525	5,451	110,916,670	20,348	4,663	102,351,371	21,928	5,131	101,994,451	19,879	21,214	443,744,272	20,948
1926	6,081	108,450,339	17,836	5,395	101,438,162	18,802	4,635	87,799,486	18,943	5,662	111,544,291	19,701	21,773	409,232,278	18,795

THE WEEK

THE new year has begun in an uneventful way, and with a lack of uniformity in business movements. Some signs of a quickening of activity have appeared, however, and resumptions of work have occurred at different manufacturing plants which had been closed for annual inventorying. There has been no rush to buy in any quarter, yet some orders that had been deferred for over the holidays have been released, and the net result in some lines has been a moderate gain in transactions. The first week of a year seldom brings especially significant tendencies, and there has been no change in the fundamental situation such as would indicate any early marked deviation in the course of trade. Statistical records have shown clearly that the major trends in 1926 were in the right direction, though conditions in various instances were disappointing and profit margins were unusually narrow. Yet business has so many ramifications and so many separate and distinct problems that satisfactory developments in all channels during a given period are scarcely to be expected. In some industries, including textiles and leather, the present year has opened with a stronger foundation for progress, while current and prospective railroad demands remain a supporting element in steel markets. The rate of manufacture generally is still being closely aligned to actual consumption of goods, and it is this policy, with the practice of buying for well-defined needs chiefly, that has kept most supplies in a favorable position. These phases, in turn, have served to maintain stability in commodity prices, and the latest monthly index number shows practically no alteration. As in recent preceding weeks, DUN'S list of wholesale quotations this week reveals an excess of declines, while the naming of attractive prices on textiles has been a feature in the retail division. Broadly viewed, however, the week has been devoid of striking events in both commercial and financial circles, and has given no new insight into the probable trend of business. The renewed ease in money rates and the continued accumulation of investment funds were reflected in a decidedly strong bond market. There was a broader demand for domestic corporate issues than has prevailed for many weeks, and prices were generally higher.

As was expected, the opening week of 1927 brought relaxation in the money market. Preparations for the annual settlements had previously caused an advance in the call loan rate to 6 per cent., but on Thursday of this week there was a decline to 4½ per cent. This corresponds closely with the quotation of 4 per cent. a year ago. Offerings of money increased this week with the return to the market of a large part of the funds distributed in interest and dividends at the year end. Besides the renewed ease in call loans, rates for time accommodation were also lower, with a minimum charge of 4½ per cent. for all periods from sixty days to six months.

It had been known that railroad freight traffic in 1926 surpassed all previous records, but complete statistics on the year's movements did not become available until this week. These show that 53,309,644 cars were loaded with revenue freight last year, which is about 4 per cent. more than the former high point, established in 1925. The increase over the total for 1924 approximates 10 per cent., while the loadings last year exceeded 1,000,000 cars in twenty-seven separate weeks. The record loadings for a single week were in the last week of October, when 1,216,432 cars were reported. This was practically 92,000 cars more than the best previous record for any one week. The enormous freight traffic in 1926 was handled with a minimum of transportation difficulties, congestion and car short-

ages occurring only in a few instances, and being of a temporary nature. The rapidity with which deliveries were made was one of the factors tending to limit buying of goods chiefly to immediate or nearby needs.

Continuing the downward trend of recent weeks, DUN'S list of wholesale quotations shows an excess of declines this week. Thus, 35 of the 68 total changes were toward lower levels, while 35 of the 60 alterations last week were reductions. A year ago, there was practically an equal division of advances and declines. As reflecting the comparative stability of commodity prices, it is significant that DUN'S Index Number for January 1 is virtually unchanged. The present figure of \$187.758, representing the cost per capita of a year's supply of commodities, is fractionally above the index number for December 1, but is 4.8 per cent. below that of a year ago, when a slight recession was shown. Contrasting with the pre-war basis, however, it is higher by about 57 per cent. Comparing with that period, all groups of commodities have advanced, with a rise of about 50 per cent. in foodstuffs.

The daily rate of pig iron output in December fell to the lowest point since October, 1925. At 99,712 tons, last month's average compares with 107,890 tons in November and with 115,004 tons last April, the high point for 1926. There was a net loss of nine in the number of active furnaces in December, 204 furnaces being in blast on January 1, according to *The Iron Age*. Inquiry for pig iron has increased, especially in Ohio, but price concessions have continued. Reports on the trend of steel production have been rather conflicting, but the first week of the new year does not appear to have brought any essential change. More railroad car orders were placed in December than for a number of months, while two large contracts, one of them for New York subways, swelled this week's structural steel awards. Meanwhile, steel prices hold at about the same levels as a year ago.

The new year began with quiet conditions in primary textile markets. Irregularity in prices prevailed, but some cotton goods were higher, with sellers asking ½c. advance on contract deliveries for printing and converting purposes. The main price trend in retail markets, however, was toward a lower level, there being more pressure to move merchandise. Unusually attractive prices were named on some lines, but buying was of fair volume only. The trade is confident of a good Spring business, and it is considered significant that prompt shipments are being asked on orders due. Retailers appear to be conservative in making forward purchases, but the lack of activity in the first week of the year has not occasioned concern, because most merchants have not expected expansion until about the middle of the month.

Among the price movements of the week, one of the most prominent was the further rise in hide prices. Several additional advances appear in published quotations, and considerable new business has developed at the higher levels. The market for domestic packer stock is closely sold up, but buyers are still anxious to obtain supplies. The buoyancy of prices extends to country hides and also to hides at the River Plate, where both American and European tanners have operated freely. In the leather trade the new year began with conditions still under the influence in inventory taking, but with considerable optimism as to the outlook. Generally considered, shoe retailers experienced a good holiday business, and the coming style show at Chicago is expected to stimulate buying of Spring lines.

GENERAL BUSINESS CONDITIONS

Eastern States

BOSTON.—Retail sales of New England department stores during 1926 were the largest on record; the gains, however, came largely in the charge and instalment business. Metals, paper and chemicals, throughout the year, were more active than for the past three years. Textiles, though, were less active in New England than during 1925. The shoe centers reported a larger business in 1926 than for several years, and during the latter part of the year the leather business was considerably stimulated. Business activity in New England during 1926 was somewhat below the general activity of industry in the country, as a whole, and at the beginning of 1927 was continuing at a lower rate than was the case a year ago.

Prices in the wool market remain firm, and a comparatively large volume of business is moving for this season of the year. Continued inquiry for all kinds of wool has given the trade an optimistic feeling. There has been a heavy demand for woolen and worsted goods and the mills have been using up their stocks of wool. Current orders on worsted yarns are light, but much new business is in sight. While the cotton textile business has improved materially, reports show a decrease in the hours per spindle operated during November in New England, as compared with totals for November, 1925, while the Southern mills have made substantial gains. The loss has been made mostly on the coarser weaves. Cotton yarns have been quiet during the week, but spinners still have considerable business booked ahead, and prices hold firm.

Building permits for 39 cities of Massachusetts amounted to \$11,685,177 during November, or a decrease of 16.5 per cent. when compared with those of November, 1925. Building lumber is quiet, and prices are steady. Large contracts have been made for the delivery of chemicals for the coming months. Prices are firm. Lead is high, and battery manufacturers are expecting to increase quotations on their products. The radio business is quiet; there is, however, very little merchandise being marked down, and the trade is in much better shape. Collections are better than they were last year at this time. The average Massachusetts factory did not have as many employees on its payroll during 1926 as in 1925, but their average weekly earnings were slightly higher. The majority of cities showed an improvement in employment conditions in November, as compared with the situation for October, and 1927 starts with the factories quite active. Considerable overtime is reported in the rubber industries.

New England department stores report a gain in the sale of women's and children's shoes of 4.4 per cent. for the first eleven months of last year, as compared with the total for the same period in 1925. For the same period, the New England shoe wholesalers made a gain of 1.0 per cent. For November, their gain was 11.4 per cent. Rubber footwear increased this lead still more during December. During the year, New England factories produced about 10,000,000 pairs of shoes, or about one-third of the total production. Current operations are light, but a cheerful sentiment pervades all lines.

NEWARK.—Distribution at retail is quite normal for the season. Clearance sales are in progress, with results satisfactory, in the main, aided, to some extent, by seasonable weather. The volume of holiday trade, as a whole, proved to be normal, and in some lines rather exceeded expectations. Winter-weight clothing and wearing apparel generally is reasonably active. Merchandise stocks, as a rule, have been well reduced; conservative buying continues to be the practice among well-established dealers. Some slight recession is noted in the demand for radio sets and supplies, but this is regarded to be temporary.

The industrial section is rather quiet, inventory and plant overhauling being under way. Advance returns for 1926 operations show satisfactory results. The building trade, as is usual at this season is on a reduced scale, but architects' plans under way seem to indicate renewed operations, when weather conditions permit. The volume in this line for last

year compares favorably with the peak year of 1925. Lumber and building material are reasonably active, with little apparent price change tendencies. Sentiment in business circles generally is as strong as it was twelve months ago, though it seems to be accepted that the spread between costs and the sale price has narrowed. Bank debits registered \$119,700,000, as compared with \$101,500,000 for the corresponding week of last year.

PHILADELPHIA.—The new year has opened with many encouraging and substantial indications of more business than anticipations had justified. Spring orders were heavier than the holiday week usually brings, and the outlook is far brighter than was expected. Commission merchants of cottons and woolens state that business for the past year was quite satisfactory, and that conditions are favorable for the continuance of current demand. The clothing business is said to be a little better than it was thirty days ago.

Manufacturers of paper report no drastic price revisions, although sulphite papers have decreased around 10 per cent. A good increase in the demand is anticipated during the ensuing year. Manufacturers of traveling bags and suitcases found demand quite heavy during the holidays, but it has subsided somewhat now. Stocks are light, which should cause the early placement of large orders. The electrical supply business has been good, with sales large and prices steady. Trade in iron, steel and metals has been quiet since the first of December, with no early relief in sight.

PITTSBURGH.—Mild weather has affected retail trade to some extent, and such activity as there is has been stimulated by clearance sales. Not much life is noted in jobbing circles. Dry goods are seasonably quiet. Trade during December was very fair. While the total volume for the year 1926 was probably slightly less than that during 1925, lower prices are believed responsible for much of the difference, and inventories are lower than for several years. Prospects for the first half of 1927 are viewed with considerable optimism. Men's and women's clothing is seasonably quiet, with not much buying anticipated this month. Shoe sales during December were fair, but little demand is noted this week. Prices are quite stable. Rubber footwear has been in good demand of late. On January 1 a reduction of close to 15 per cent. in prices was made, and quotations are lower than for several years, due to the low prices of cotton and rubber.

Hardware in seasonable lines is in moderate demand, while builders' hardware is inactive. A light demand for lumber and building material prevails, while quite a number of large building projects are under way, or in prospect, not so much building of residences is looked for in the near future. Jewelry trade is quiet. Grocery jobbers report sales below normal. Bank clearings for 1926 were the highest on record. Collections show slight improvement.

Industrial plant operations are slightly lower, and are estimated at about 60 per cent. of capacity. Demand for both plate and window glass is light at present, but production for 1926 was at a high rate. An early improvement in demand is anticipated. Not so much activity is noted in electrical equipment, but radio lines are in active request. Sanitary supplies are not moving freely, but 1926 was a satisfactory year, as a whole. Production of crude oil during 1926 exceeded that of 1925 by about 5,000,000 barrels. Production was slightly lower during the past week.

The bituminous coal market is still quiet, and prices approximately are the same as they were last week. Western Pennsylvania grades are quoted as follows, per net ton, at mines: Steam coal, \$1.75 to \$2.25; gas coal, \$2 to \$2.25; steam slack, \$1.50 to \$1.75; and gas slack, \$1.75 to \$2.

Southern States

ST. LOUIS.—The new year opens with merchandise in general at a lower level than it has been for many years, and it is anticipated that this condition will make for satisfactory distribution throughout the Spring months. During

the latter part of the year just closed, and so far during the current year, there has been a slowing down of activities, but even so production and distribution have been maintained at high levels. The results have been better in the larger cities than in the country, also throughout the South, especially in the cotton areas. There is further complaint of backward buying and generally advance bookings have been smaller than those for similar periods for the past five years. There has been a further slump in both production and distribution of automobiles, but generally through the iron and steel industries activities have been less than that for the same period last year.

The general disposition to reduce stocks for inventory period, the slowing down of building operations, and the falling off in buying by railroads are factors in the smaller sales of iron and steel products. Of course, with this condition the employment situation is not so favorable as it has been. Competition of harvest and suspension of highway construction has produced an oversupply of common laborers, there also have been fewer workers in quarries, lumber mills and some other minor industries while working forces in boot and shoe and clay products have been reduced. Textile mills, oil refineries, furniture plants and cigar factories are well employed, with about the normal quota of workers.

There has been a slowing up in the buying of coal, but there still is considerable activity, and production and prices are holding steady, as there is a disposition among railroads and eastern industrial interests to store coal against a possible strike in the bituminous fields next Spring. According to reports from railroads, the movement of freight continues at high levels.

BALTIMORE.—Last year's business volume even surpassed the record established in 1925, and the advent of 1927 offers no evidence of any business depression in the near future. The present outlook is favorable and trade experts are permeated with conservative optimism. After the usual December lull there has been improved buying in the hardware trade. The paint and wall-paper lines are quiet, and not much briskness is expected until early Spring. After a good holiday business, wholesale grocers report relaxed tension. There also has been a let-down in activity with confectioners and manufacturers, and chocolate products houses and present operations are on a 70 per cent. basis. On the other hand, furniture factories are bettering their schedules and prospects are considered favorable. Jewelry trade did well during the holidays and sales were noticeably larger than those of December, 1925.

Mail-order houses and chain-store systems continue to report record earnings. Instalment houses, particularly those specializing in household goods, are transacting a fair trade. The shoe business still is in a rather unsatisfactory condition, and continues to be dominated by hand-to-mouth buying on the part of the retailer. Men's clothing manufacturers are running full time, and report a labor shortage. Spring buying generally is backward, and business in the cotton States is almost nil. Wholesalers are carrying low inventories, and a lack of consistently cold weather has hampered seasonal movement of retailers' stocks. Post-holiday clearance sales at price concessions are designed to activate the situation. Women's coats and suits are selling well at prices slightly below last January's figures. There is a good demand for children's garments and misses' dresses. Men's furnishing houses did a good holiday business, but current rate is rather quiet. Hosiery is selling well, but dry goods and notions still are lagging. Wholesale drug houses are busy, and wholesale paper distributors report a satisfactory trade.

The grain market is quiet, and prices are softening in sympathy with declines in Western grain centers. Receipts of cattle and hogs continue light, and quotations generally are steady, although there is some easing in the hog division. The poultry market presents a firm front. Chickens are cheaper than they were a year ago, and in good demand. All available stock is readily absorbed. Turkeys are only a shade under last January's level. Butter prices are being well sustained, but the market continues rather draggy. Heavy egg receipts have not yet depressed prices, but declines in the near future are not improbable. Fresh fruits are little in demand and prices are holding steady. Ample receipts of white potatoes and other vegetables are stabilizing

prices. The oyster demand relaxed this week. The stock is fine this season, the oysters being both large and of good flavor. Prices are unchanged.

MEMPHIS.—Although volume of business through the holidays proved smaller than that of last season, the sole reason was not attributed to the low price of cotton. Unfavorable weather during the rush period interfered considerably with trade. Reports were by no means uniform, and some bits of optimism crept in. Stocks on hand are generally small, though one explanation lies in the fact that merchants were not heavy buyers. Clearance sales by the retail trade have started early. Moderate weather before the holidays checked buying to such an extent that stocks in some instances are more than ample.

But little cotton has been picked during the holidays, due to the season and to bad weather; but prices have advanced slightly, and the worst is believed past, as to low prices. In lumber, activity is restricted, and the serious interruption to logging operations, because of so much rain and flooded lowlands, has made it a seller's market. Groceries, feedstuffs and other jobbing lines are very quiet, and inventories show small stocks generally.

DALLAS.—Trade slackened somewhat during December, although holiday buying was fairly active. Collections are slow, which is nearly always the case at this time of the year. Most merchants are looking forward to better business during the current month. Dallas bank clearings last week amounted to \$50,688,809, as compared with \$53,319,647 for the preceding week. Building is quiet. A conservative spirit prevails and, on the whole, conditions are sound, with good prospects of improving.

WINSTON-SALEM.—Scattering reports on the result of holiday business throughout this section indicate that the volume of sales has been well up to expectations, in many instances exceeding last year's record. Retail stocks are below normal, as is to be expected at this season, and jobbers anticipate good local demand in the immediate future. Large manufacturers of tobacco products have closed the best year in their history. Furniture manufacturers, while affected by the continued policy of hand-to-mouth buying, report that the volume for 1926 corresponds favorably with the record of 1925. Aside from some textile lines, manufacturing conditions here have been generally satisfactory.

Marketing of leaf tobacco, the most important money crop of this section, is again in full swing, the 1927 sales opening with further price advances. Piedmont tobacco generally has sold at an average better than that of last year. While some improvement has been noted in collections, they are classed as fair only. Ample commercial money is available for ordinary requirements. Prospects for 1927 seem to be regarded favorably.

BIRMINGHAM.—Marked progress has been noted in the development of the Birmingham district during 1926. New enterprises locating here, coupled with the expansion of basic industries, have increased the district's payroll by around \$26,000,000 per annum, and new capital to the extent of about \$75,000,000 has been attracted within the year. The city's population is estimated to have increased by more than 10,000 since January, 1926, with little or no unemployment, due to steady operation of practically all industries throughout the year.

Estimated figures for 1926 indicate around 1,500,000 tons of steel fabricated, 2,800,000 tons of pig iron produced, and 20,000,000 tons of coal mined in the district. Demand for building materials of all kinds has been heavy, and figures just released indicate a new record in building activities, permits having been issued for 6,531 buildings costing \$22,263,116 during the year. This exceeds the 1925 building figures by \$798,242. Bank clearings for the year show a decrease, however, being \$1,337,643,643, as compared with \$1,372,382,901 for 1925.

Jobbers report a satisfactory business for the entire year, although some let-up in sales to the rural sections has been noted within the past three months, on account of unfavorable cotton conditions. Collections from outlying districts continue slow, and a careful watching of credits is noted, but judicious buying is evident in most quarters, and the present unfavorable crop conditions are causing no alarm in this immediate section. Retail sales in Birmingham have

held up well, and department stores report a profitable year. While it is not expected that 1927 will establish new records, the general feeling is one of optimism and continued prosperity for this district.

NEW ORLEANS.—Wholesalers are devoting their attention principally to taking inventory and preparing for the Spring trade, which is believed will show more activity in buying than the latter part of 1926 did. While many salesmen have not resumed traveling since the holiday season, there is a fair volume of business being transacted through house sales. Retailers enjoyed a fairly good holiday trade, and anticipate a larger volume of business in 1927, than they had last year. Collections have shown some little improvement.

The cotton market has shown but little activity, with quotations practically unchanged. There is a fairly good demand for export, and this has had a sustaining influence upon the market. Rice is moderately active, with quotations holding firm, and the general tone of the market is strong. Sugar is in only fair demand, with prices holding steady. There has been a lull in the real estate market, though building operations continue active with favorable weather. Indications are that there will be considerable building during the year of both a commercial and residential nature.

Western States

CHICAGO.—Business activity was at the ebb typical of any normal first week in January, with statistics bearing on the volume of the first quarter of the year somewhat mixed in trend. Chicago building permits for 1926 were \$366,586,400, a new high record, and a little less than \$6,000,000 ahead of those of 1925. December sales of the two largest mail order houses showed a gain of 1.38 per cent. for one, and a loss of 1.8 per cent. for the other, compared with those for December, 1925. Both, however, showed gains for their yearly sales totals. The falling off in automobile sales continues, December new car registrations for Cook county totaling 2,024, against 2,761 for December, 1925. Despite the decline in sales for each month in the fourth quarter, however, the yearly total was, 1926, 83,973; 1925, 69,556.

The bank call as of December 31 showed loans and discounts of \$1,860,789,000, the highest on record, and an increase of nearly \$86,000,000 over the showing for December 31, 1925. Total deposits were \$2,704,070,000, up \$57,181,000; cash resources, \$650,548,000, up \$20,351,000; savings deposits, \$672,726,000, up \$11,262,000 for the same comparative periods. The 1926 totals for all three were likewise records.

Current wholesale distribution of dry goods was slightly less than for the like period a year ago, with road sales about on a par, and fewer customers in the local markets. Retail trade was in fair volume for the season, with the first of the January clearing sales under way. The packers reported post-holiday dullness, with practically all prices save veal showing an easier tendency. In the livestock markets, steers sold steady to slightly higher on both Monday and Tuesday, while the poorer grades of cattle were easy. Hogs more than wiped out a Monday gain, with a drop of 15 to 25 cents Tuesday on large receipts.

Butter and eggs were weak in the early trading on the mercantile exchange. Packer hides were firm but quiet. The market for building materials was very slow, with many of the yards taking inventory and no real buying movement expected before January 15. Mild temperatures hit the wholesale coal market, with more smokeless on hand and in cars than the light demand could take care of. Retailers cut Pocahontas lump, egg, and nut \$2.50 a ton, and mine run, 50 cents a ton over the price of the week-end.

CINCINNATI.—Reports practically from all lines of trade are encouraging, and the general opinion prevails that the average degree of activity experienced throughout the past year will continue at least during the first quarter and probably the first half of the new year. Inventories in all cases have not been completed, but in some directions industries are resuming former operating schedules. Conditions in the pig iron market still are characterized as quiet, but some scattering inquiries are developing and the prospect for an early buying movement is favorable. De-

mand for domestic coke has fallen off as the result of milder temperatures and foundry sizes are moving slowly, but industries in this line are operating about 80 to 85 per cent. In point of volume, the foundry industry during 1926 is reported to have been the best experienced during six years, largely the result of the recovery in the machine tool trade and allied lines. Factory supplies are in fair demand for this time of the year, prices being stationary and changes of importance in either direction are not in prospect.

Interest in retail circles is centered in January clearance sales and response is up to the seasonal average. This is between seasons in the wholesale districts, few merchants are in the market and salesmen are returning to the road. Domestic prices of cotton goods are better stabilized, having been adjusted to conform with those of the mill prices, and prospects for the Spring season are reasonably good.

CLEVELAND.—Trade has been featured by the usual post-holiday lull, and the status quo is being maintained in most lines. Jobbers and wholesalers report a fair sprinkling of orders for Spring and early Summer merchandise, and although inquiries are plentiful, the smaller retail merchants appear to be holding back on future commitments. Garment manufacturers, both of men's and boys' clothing, women's and children's dresses have resumed normal activities in making up their Summer lines, and the season presents fair prospects. There is little doing in the building industry, outside of the carrying on of inside work on a few large structures started in the earlier part of last year. Indications are, however, that there will be a satisfactory undertaking of new work as soon as the Spring weather sets in. There still are a considerable number of newly-improved dwelling properties remaining on the market since last season, and the movement of real estate transactions is rather quiet, outside of the general run of transfers.

Automobile sales have been at low ebb for several weeks, and the severe Winter weather in this region is retarding the movement of cars, but dealers expect heavy buying in the early Spring, especially in view of the backwardness of the trade during the last quarter of 1926. Tires and accessories are in fair demand. There is some slowing down reported in the output of bituminous coal, and the market seems to be well stocked. There has been no substantial break in coal prices. The demand for iron ore is picking up with the general resumption of operation among the metal factories since the holidays. The food and provision markets are steady. Collections in many lines are running somewhat slow.

DETROIT.—A good Christmas business was experienced by most of the local merchants, particularly the larger stores, and in all probability the general volume will exceed that of a year ago. The re-opening of many of the large factories, particularly the automobile plants, on a nearly normal basis, has brightened materially the general business outlook, and has reduced substantially the number of unemployed, many of the latter having been out only temporarily, as a result of the regular seasonal inventory operations, now over.

An encouraging view of the prospects for the new year is expressed generally, although operations are likely to be along conservative lines. Road forces of wholesalers and jobbers have resumed regular schedules in many instances, and, while trade is still not up to expectations, a better feeling is apparent and increased activity is looked for as the season advances.

Building operations, except projects immediately in hand, are seasonably quiet, but the general volume for the year has been particularly gratifying, and preparations are being made for a busy year, many large contracts having been let or are in immediate prospect. Real estate has been quiet for some time, and collections are slow.

ST. PAUL.—Most of the wholesalers and manufacturers are engaged with inventories. Figures are not yet available for the purpose of comparison, and while among some of those who have progressed sufficiently with them surprises of a favorable character have been enjoyed, it is not expected that general averages better than holding even, or a little less than those of last year will prevail. Current business is normal for this time of the year. Collections are fair.

January 8, 1927

KANSAS CITY.—Retail business the past week was ordinary, and jobbing and manufacturing concerns report trade as dull. Pending definite figures from inventories, the general feeling is that the past year has been satisfactory and representative houses are entering 1927 in an optimistic frame of mind. Holiday activities during the past week caused a lull in all lines consulted, but conditions are as good as can be expected.

WICHITA.—All things considered, the past year has been a reasonably satisfactory one. Jobbers, as a rule, report business to have been in excess of last year's record, though merchants all along have continued a conservative buying policy, and stocks are in good shape. Building activity in this section has been above normal, and there are several large buildings being planned.

The wheat acreage in Kansas this Winter is the second largest in history, totaling 11,960,000 acres. The acreage is 5 per cent. larger than that of a year ago. The condition of the wheat, however, is placed at 4 per cent. lower than it was a year ago, though it is considered equal to the average condition in December during the last ten years. Collections throughout the year, in spite of a reasonably satisfactory buying year, have not been better than fair, and during the latter part of the year were referred to as slow and draggy.

Pacific States

SAN FRANCISCO.—The natural reaction from a very active pre-holiday trade was noted in retail circles this week. With jobbers, new business is reported light, and many are making adjustments and taking inventory. Cold weather served to retard business in some lines, although the heavier clothing has sold well, and there is no disposition to try to force Spring styles.

Marketing merchandise at prices that permit a profit appears to concern the trade to some extent. Through volume production and some reductions in raw material costs, prices show a tendency downward. Movement of lumber at the yards is reported quiet this week, and most of the mills have shut down temporarily. However, there is a prospect for a better demand for heavy construction materials from new projects. Where possible, mining work is continuing, and there is considerable new development work in sight.

PORTLAND.—Annual clearance sales, following the holidays, have served to keep retail business up to a good volume in all lines. Jobbing trade, as usual during the end of the year period, has been slow. Prospects for the coming season are, on the whole, viewed as good. The labor situation is normal for this time of year. About 60 per cent. of the experienced loggers, and 30 per cent. of saw-mill workers in the fir districts are unemployed temporarily, while camps and mills are closed down; but lumber operations will be resumed in a short time. The number of idle men in other trades is no larger than usual at the beginning of the year.

Lumber production was further reduced during the week. A summary of reports from all fir districts shows that 35 per cent. of the major sawmills are now down. In many cases night shifts have been taken off for indefinite periods and day shifts at several plants are being operated on four or five-day weeks. Repairs, overhauling and installing of new equipment are taking the attention of manufacturers rather than sawing. It is estimated that for the first 60 days of the cutting year there will be a curtailment of three-quarters of a billion feet of lumber. With signs pointing to a normal demand throughout the country, the mills believe the industry will be on a more profitable basis in 1927 than in the past year.

Production by West Coast mills during the week was 74,464,047 feet. Sales were 58,874,200 feet, of which 31,486,913 feet are for rail delivery, 15,144,155 feet for domestic ports, 8,900,316 feet for export and 3,342,816 feet for the local trade. Shipments were 73,100,876 feet. The unfilled balance is 295,122,033 feet, a decrease of 19,203,713 feet for the week.

Competition from the Southern Hemisphere is beginning to be felt by the wheat export trade but, with a decline in cash prices here, parcel business with Europe is still being worked. The final estimate of the Oregon wheat crop is

19,586,000 bushels, as compared with 18,893,000 bushels in 1925 and 14,693,000 bushels in 1924. The total value of all 1926 cereal crops in the State was \$32,057,000.

The apple crop of Oregon is estimated at 8,036,000 boxes, worth \$5,625,000, as against 5,400,000 boxes worth \$6,750,000 in 1925. The potato yield of 1926 is placed at 4,500,000 bushels, valued at \$4,500,000, as compared with 4,160,000 bushels, worth \$6,240,000, in the previous year.

SEATTLE.—Foreign exports from Seattle's harbor in November totaled 80,350 tons, against 48,919 tons for the like month of 1925. The value of the tonnage increased from \$5,376,160 to \$7,066,875. Automobile sales for the week ended December 24 totaled 336 cars, valued at \$245,782, compared with 311 cars sold, worth \$217,078 the week previous. December building construction totals will be the largest on record, it is estimated. Several large permits were issued during the last week. The year's totals will exceed those of any previous year.

The volume of retail business for the holidays was the greatest ever recorded. The gain in dollar volume is not so large as expected, due to smaller net profits. The shopping period this year was the longest yet maintained, extending from November 26 to Christmas. Department stores report the greatest gains. Specialty shops made moderate gains; some show less volume than for the same period in 1925. The trend is toward an increased volume among the larger stores.

The present season is the peak of unemployment for Seattle. The holiday rush gave temporary relief. Resumption by logging camps and sawmills in this section is increasing labor demand, which will be reflected soon. Fruit shipments from producing sections of Washington show 580 cars in the week ended December 24. This is a slight decline from the volume shipped the week previous.

Dominion of Canada

MONTREAL.—The first week in the new year, including the Epiphany holiday, is never a very active one, and wholesale business has not as yet, got into full stride, but pessimists are very much in the minority in their opinions with regard to business for the current year. General anticipations are of a favorable character. Good snow roads are reported now all through the district and are favoring lumbering operations, as well as general trade and traffic. District collections are reported as coming in fairly well. Dry goods travelers are on their respective routes again, and hold sanguine opinions as to the prospects for business. Some outside buyers already are in the market, making considerable selections of Spring goods, and orders for some weeks past show a notable increase over those for the corresponding period of a year ago.

Cotton goods of domestic production rule steady at last revised prices. Conditions in the clothing manufacturing line are not altogether favorably spoken of. On first going out, travelers showing Spring samples did fairly well, but the booking of orders subsequently fell off considerably. There is a temporary quietude in the shoe manufacturing district, due to stock-taking in a number of factories, and the Epiphany holiday, but a very fair number of Spring orders is in hand, and the lately-noted improvement is expected to be maintained.

In the leather business, trade may be called good for the season and values, particularly for sole leather, are held firmly. The market for domestic hides is stronger, and tanning extract is reported as being advanced from 15 to 20 per cent. There are favorable prospects for export business, there being inquiries from Britain for very considerable lots of bonds, the local quotations for which are 48 cents and 46 cents for Nos. 1 and 2, respectively. Stocks of offal leather still are in very narrow compass.

QUEBEC.—The usual after-holiday quiet was accentuated by the holiday throughout this province on the 6th., and the time has been devoted to inventory work and preparation of travelers' samples for their early start on the road in a week or two. Weather conditions have been favorable and tourist traffic for the holiday period was fairly heavy. Industrial conditions are satisfactory for the period. Collections are fair, on the whole.

(Continued on page 22)

SURVEY OF THE CLOTHING TRADE

The Last Half of 1926 was Better than the First Six Months for Most Branches

REPORTS from the various divisions of the clothing industry lack uniformity. In general, however, the unsatisfactory showing of the first six months of the past year was counterbalanced by the increased sales for the last six months, according to advices to DUN'S REVIEW. In spite of unfavorable selling conditions, general distribution shows a gain of around 10 per cent., when compared with the records of 1925.

Manufacturers of men's clothing are running full time, with Spring orders thus far of encouraging proportions. In the women's division of the industry, dress plants seem to be the busiest. Production of youths' clothing was large last year, and output of children's garments showed a steady increase, when compared with the figures of the year preceding.

Prices of finished garments have fluctuated to a certain extent during the year, but no increases have been recorded in either wages or raw materials. Prices on women's Spring garments are about 5 per cent. below last year's quotations, and children's garments are higher than they were a year ago. While future demand will depend almost entirely upon weather conditions during the next six months, the trade generally is optimistic.

BOSTON.—The majority of concerns in the cutting trade finished the year with sales in excess of those of the year previous. Although the season has not advanced sufficiently to justify definite conclusions, a general optimistic spirit prevails, and there is every expectation that the current year will produce results as good if not better than those of the year just closed. In men's clothing, owing to the lower price of woolens, there has been a drop in price of about 10 per cent., and the same causes also have operated to reduce prices in the cloak and suit trade, though not to quite the same extent. In the men's lines, as in the women's, there has been a tendency to swing to the more expensive numbers, reversing the drift which has been noted during the past three of four years towards the cheaper garments.

The average factory manufacturing women's lines is fairly busy for this season of the year. During the Fall, owing to labor troubles in other markets, all factories were busy and jobbers' stocks were cleaned out. Sales in September and October were large, but many of the small dealers overbought, with the result that sales fell off in November and December, and collections became slow. The market now, however, is normal. Collections in other branches of the industry run from fair to good, with a tendency to improve. Manufacturers of silk dresses have had a good year, sales being about the same as those of last year, with a good outlook for the coming season. Sales of men's clothing by the New England department stores from January to November, 1926, are 1 per cent. ahead of those for the same period last year. For the same period boys' wear shows a gain of 5.5 per cent., misses' ready-to-wear a gain of 12 per cent., juniors' and girls' ready-to-wear a gain of 6.1 per cent., while women's ready-to-wear shows a loss of 2.8 per cent.

Cutters operating in the cotton goods lines were handicapped last year by the declining prices of piece goods, and the unwillingness of the jobbers to place forward orders. This year, conditions have been stabilized by price guarantees by the mills, and the jobbers are placing more substantial orders well ahead. Although lower prices will probably reduce the money value of the turnover, conditions are more favorable to the cutters.

PHILADELPHIA.—Business is somewhat quiet in men's clothing, but the sale of boys' and children's outfits in the Middle West is keeping up well. In the East, however, movement of all grades of merchandise seems somewhat slow. The decreases in the purchases for individual accounts is about 20 per cent., as compared with the total of a year ago. Prices of piece goods and trimmings seem to be in a fairly stable position, but the price of clothes in general is lower than it was a year ago. The outlook for

the new year is favorable for the distribution of merchandise in a volume equal to that of 1926. It is very likely, however, that immediate business will be a little heavier, due to the small percentage of advance orders placed during the last few months.

ROCHESTER.—Clothing manufacturers report a good business, with satisfactory orders for Spring delivery. The volume of trade promises to be somewhat larger than the total for the corresponding period last year. Collections are reported good, and there is a tendency for prices to stiffen, although at the present time there is little change from last year's level.

ST. LOUIS.—The production of men's clothing—suits and overcoats—exceeded the figures for 1925 by at least 15 per cent. Shipments during the last quarter went about 22 per cent. ahead of the record for the previous year. Although some manufacturers claim that there was a decrease in some departments, output in general showed a gain. In women's clothes it is the novelty models that are enjoying the greatest demand, and such merchandise brings good prices. Business in infants' wear showed an increase for the Fall season of 12½ to 15 per cent., as compared with the record for the same season in 1925.

Prices for Spring clothing are expected to fall from 5 to 7 per cent. below those for the Spring of 1926. Raw material costs seem quite well stabilized. Outlook for trade in the South is not good, as there is little buying to be done in that territory before the next crop comes on the market.

DETROIT.—The clothing trade, like other lines, has felt the prevailing dullness, and uncertain and changeable weather conditions also have acted as a disturbing factor in the realization of the full volume of business anticipated in this line. Merchants are well stocked, and latterly heavy wearing apparel has moved with somewhat more briskness. This condition has prevailed in both men's and women's lines, and special sales have tended to increase interest in buying to some extent.

In wholesale and jobbing circles, customers are found buying only for immediate needs or filling in, and no disposition is shown to stock ahead. Restricted factory operations here also have tended to make more conservative the public buying spirit, and the general trend of the trade is quiet, with collections only fair.

MILWAUKEE.—While the first six months of the year were anything but satisfactory for the clothing industry, the last half came up very well. This, at least in part, is attributed to changes in lines, and, in spite of unfavorable selling conditions, results were quite satisfactory. Indications for Spring are equally good, although weather conditions tended to hinder advance sales. Nevertheless, there is a substantial increase over the record for the Spring of 1926. Further demand depends entirely upon weather conditions during the next six months.

Retailers are favored with a late Easter, and have been unusually conservative in buying their advance requirements. Apparently, manufacturers also have followed this general policy, as it was noticeable in the Fall that there were not the usual large stocks thrown on the market by manufacturers. With a similar policy for Spring, dealers might find it a little difficult to get goods promptly should a brisk demand develop, due to favorable climatic conditions. In general, merchants seem to be in pretty good shape, as is evidenced by their manner of meeting obligations.

MINNEAPOLIS.—Manufacturers of men's and boy's clothing report sales for the last six months approximately 10 per cent. less than those for the corresponding months of last year. Stocks throughout the Northwest are quite low, and buying during the Summer and Fall months has been largely for immediate requirements, and to fill in. There has been a recent increase in demand, and dealers anticipate an improvement from now on. Sales of cloaks, suits and infants' wear are about on a par with those of last year. Prices are about the same as they were a year ago, and are steady at present. Collections are only fair.

SAN FRANCISCO.—Men's clothing has sold fairly well during the season to date, although those houses still clinging to high prices have been forced at times to conduct sales to keep up volume. Offerings of cheaper merchandise are a factor in the trade. The demand for infants' wear has kept

up well, also the call for boys' clothing, and the local market has been pretty well cleared of women's Winter coats. With the demands of labor holding up in these lines, the principal concern of the manufacturer is the invention of a way to maintain quality and yet meet competitive prices.

LOS ANGELES.—During 1926, clothing sold better in this district than it did during the year previous. Demand included practically all classes of merchandise, the total volume showing a gain of from 5 to 7 per cent. Despite the gain in consumption, however, prices have shown no gain, present quotations being practically on a level with those of a year ago. Demand has fallen off somewhat since the holidays, so that stocks are deemed sufficient for current requirements. Collections have been fair.

PORTLAND.—The clothing trade generally was good during the Fall and early Winter months, and with some dealers was better than it was last year. Holiday business also was of a satisfactory character, and since the holidays the demand has kept up better than customary. The sale of medium weight overcoats has been large. With a succession of mild Winters, most of the clothiers have sharply reduced their lines of heavy-weight goods. Prospects for the remaining Winter months are regarded as favorable. Prices average lower than a year ago and are now believed to be stable. The hat business is reported better than last year.

SEATTLE.—The local clothing trade shows an average gain for 1926 over the total of 1925 of 10 per cent. The last month of the year shows a gain of 12 to 15 per cent. The holiday business volume is responsible for the majority of the December increase. A constant increase in the volume of sales of boys' clothing has been noted during the year.

There has been practically no change in prices during the year, and no change is expected during the first quarter. If a change comes later, the trade is expecting it to be downward. Collections during the last month have varied between fair and good. Thirty-day houses are not feeling the result of the deferred payment plan inauguration to the extent noted at first.

Manufacturers of workmen's clothing and of wash dresses reported increased sales. Orders held by local producers of wash and silk dresses for Spring delivery are double those of a year ago. A general increase in the volume of orders placed locally, compared with orders placed East, is noted. Immediate delivery and lower stocks are the advantages enjoyed by the retailer. Manufacture of infants' wear is on a minor scale, compared with the record in other lines.

The clothing trade generally is optimistic concerning the business volume for the new year. The purchasing power of the public has increased over that of a year ago, it is contended. The first quarter business volume will exceed that of 1926, the trade believes. Orders now in the hands of manufacturers assure capacity operation.

Notes of Textile Markets

Sales of cloths at Fall River last week reached 145,000 pieces, chiefly odd goods of thin construction and sateens. Reorganizations of mills and consolidations are making progress in that city.

The demand for burlap at the opening of the year was active in the spot and nearby afloat goods, but dull on goods for future shipment. The propaganda for the substitution of cotton goods for burlaps in bags is growing stronger, but it has had little effect upon burlap prices abroad in Indian mill centers.

At the opening of the year buying of raw silk for mill use was of a conservative character. It is stated that the quiet in recent weeks in the raw division was the partial result of unwillingness on the part of mills to increase inventories while they were carrying stocks of finished goods. The lower prices are attractive, but the demand for goods has been light.

Wool imports in 1926 were 13,129,335 pounds less than the total for 1925. Imports of combing wools increased 18,225,960 pounds, while clothing wools decreased 8,269,000 pounds. Carpet wool imports declined 34,993,428 pounds. Receipts of mohair were of record proportions, totaling 13,469,071 pounds against 1,511,918 pounds in 1925. Stocks of wool in bond at the year end were 37,274,000 pounds of all sorts, comparing with 78,625,076 pounds at the opening of the wool year in July, 1926.

PRICE LEVEL REMAINS STEADY

Practically No Change in Dun's Index Number
of Wholesale Quotations

ANOTHER month has passed with only a slight net change in the general level of commodity prices. DUN'S Index Number for January 1 is, in fact, practically identical with that for December 1, the latest total being \$187.758. This figure, representing the cost per capita of a year's supply of commodities, compares with \$187.746 on December 1, which is a trifling advance. The index number has changed but little during recent months and is only 4.8 per cent. below the basis of a year ago, when a slight decline occurred. The low point for 1926 was reached on August 1, at \$185.129, and there has been a net rise since that period of about 1½ per cent. Comparing with the pre-war level, the present index number is higher by 56.8 per cent.

Four of the seven separate groups of commodities which comprise DUN'S Index Number were lower on January 1 than a month previous, these being meats, dairy and garden products, "other food," and metals. The changes, however, were slight, and were a little more than offset by advances in the breadstuffs, clothing and miscellaneous classes. Comparing with the figures for a year ago, declines appear in all groups except metals and miscellaneous.

	Bread-stuffs.	Dairy & Other Cloth-					Miscel-	
		Meat.	Garden.	Food.	Ing.	Metals.		
	\$	\$	\$	\$	\$	\$	\$	
1924, Jan.	29.229	15.868	23.424	20.398	40.751	23.251	87.005	189.938
Feb.	30.894	15.880	22.737	20.276	40.563	23.307	87.438	191.095
Mar.	31.276	16.538	21.588	20.328	39.613	23.633	87.770	190.741
Apr.	30.635	15.575	20.837	19.893	39.017	23.511	87.313	186.780
May	30.972	16.447	19.748	19.781	38.750	23.950	86.026	184.675
June	30.946	16.100	20.184	19.811	38.729	23.504	86.077	183.821
July	33.523	16.047	20.205	19.419	37.925	22.615	85.851	185.488
Aug.	36.126	16.995	19.321	19.429	39.044	22.526	84.580	188.021
Sept.	36.287	17.844	19.604	19.573	38.543	22.614	84.345	188.710
Oct.	36.464	18.505	20.282	19.893	38.679	22.552	84.503	190.878
Nov.	36.373	19.271	21.540	20.210	38.740	22.932	84.663	193.734
Dec.	38.017	19.049	23.323	19.059	39.662	23.049	84.824	197.998
1925, Jan.	41.559	19.683	23.011	19.948	40.205	23.379	84.780	202.568
Feb.	43.809	19.561	22.058	20.004	40.293	23.464	85.408	204.592
Mar.	42.522	19.795	20.522	19.915	40.301	23.384	85.448	201.947
Apr.	35.731	20.358	21.045	19.071	39.233	23.692	85.401	194.537
May	37.067	19.889	20.161	19.761	38.283	23.508	85.613	193.281
June	39.926	19.802	20.279	19.762	37.582	22.250	85.564	195.168
July	36.059	22.397	21.238	19.916	38.834	21.904	86.049	195.899
Aug.	35.507	24.083	22.611	19.612	38.173	22.251	85.896	198.133
Sept.	33.583	23.714	22.297	19.837	37.500	22.582	87.247	196.768
Oct.	30.597	23.345	24.207	19.490	37.844	22.802	86.512	194.827
Nov.	31.399	22.062	25.809	19.686	37.423	22.055	86.734	197.159
Dec.	32.629	21.790	28.555	19.729	37.413	22.320	86.014	198.456
1926, Jan.	34.180	20.265	26.077	20.462	37.166	23.411	85.730	197.281
Feb.	33.188	20.234	24.298	20.536	36.898	23.480	86.420	195.054
Mar.	31.834	20.858	22.834	20.709	36.161	24.005	86.777	192.678
Apr.	30.827	20.108	22.765	20.493	35.297	23.720	87.278	190.478
May	30.651	19.821	23.078	20.731	34.606	23.271	87.177	189.335
June	29.709	20.076	23.194	20.154	34.867	23.027	87.345	185.072
July	29.717	21.301	21.199	20.163	33.741	22.734	87.159	186.014
Aug.	30.505	19.496	20.501	20.118	34.130	22.905	87.474	185.129
Sept.	28.050	20.918	21.999	20.065	33.685	22.962	88.038	185.717
Oct.	29.823	21.585	21.948	20.024	33.201	23.145	87.637	187.367
Nov.	29.406	20.090	24.405	19.984	32.783	23.691	87.540	187.904
Dec.	28.521	20.127	24.098	20.183	32.318	23.884	77.715	187.746
1927, Jan.	29.455	19.418	24.593	20.160	32.471	23.647	88.014	187.758

Textile Merchandising Methods Change

DRY goods merchandising is undergoing many changes, of which those of more recent interest include greater co-operation with the wholesaler, and a larger direct use of converters by mills. The National Wholesale Dry Goods Association is to hold a convention in New York from the 18th to 20th of January, at which leading merchants will discuss the necessity for greater co-operation between mills, agencies and wholesalers to bring about mutual understanding and a stabilization of price movements during the distributing seasons. Preliminary conferences between leading wholesalers and merchants were held recently, looking to the same general end.

Several mills that hitherto have sold through brokers to converters are now operating more closely with converters by sharing some part of the risks and costs of finishing and distributing specialties, such as are usually prepared in converting houses. This change has come about as a consequence of many losses sustained by inventory shrinkages in recent years in the converting trade, with the resultant hesitation on the part of converters in assuming the risk of placing large advance mill orders on specific goods.

Munn & Co. report that 44,750 patents were issued by the United States Patent Office in 1926, a decrease in number of 1,750 compared with 1925.

RELAXATION IN MONEY MARKET

Call Loan Rate Declines to 4 1/4 Per Cent. on Thursday—Funds in Ample Supply

THE money market turned decidedly easier this week, as had been forecast. Call loans, which started the week at 5 per cent., were being made at 4 1/4 per cent. by Thursday, and concessions below that rate were available in the outside market. Time money conditions also favored the borrower, with the rate for most maturities at 4 1/2 to 4 5/8 per cent. Commercial paper rates weakened, being quoted on a 4 1/4 per cent. basis, and bankers' acceptances also eased 1/8 of 1 per cent. Money was plentiful in all branches of the market, representing the large year-end distributions. The banks had accumulated funds to make a showing for the December 31 statements, in addition to which the heavy holiday demands for currency had affected the reserve position. The release of these funds, together with the large dividend and interest disbursements, made for a plentitude of money.

The foreign exchange market was a narrow affair, with small transactions. The "peg" on the French franc continued to hold that currency around 3.96 cents, and the Italian lira also moved sluggishly. Sterling continued firm, with considerable seasonal buying in evidence. The Spanish peseta moved above the 15.50 cents level on a spurt of speculative activity in many of the world markets. The Norwegian unit also advanced, apparently in sympathy with the other Scandinavian exchanges, which are now virtually at par.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Sterling, checks...	4.85	4.85	4.85%	4.84%	4.85	
Sterling, cables...	4.85 1/2	4.85 1/2	4.85%	4.85%	4.85%	
Paris, checks...	5.91%	5.93 1/2	5.94	5.94 1/2	5.95	
Paris, cables...	5.91 1/2	5.93 1/2	5.94	5.94 1/2	5.95 1/2	
Berlin, checks...	23.77 1/2	23.77	23.74	23.74	23.72	
Berlin, cables...	23.78 1/2	23.78	23.75	23.76	23.74	
Antwerp, checks...	13.91	13.90 1/2	13.91 1/2	13.90 1/2	13.80	
Antwerp, cables...	13.92	13.91 1/2	13.91 1/2	13.91 1/2	13.91	
Lire, checks...	4.48%	4.49	4.48	4.47 1/2	4.43 1/2	
Lire, cables...	4.49%	4.47	4.44	4.43	4.44	
Swiss, checks...	19.30	19.30 1/2	19.30 1/2	19.29 1/2	19.29	
Swiss, cables...	19.31	19.31 1/2	19.31 1/2	19.31 1/2	19.31	
Guilder, checks...	40.00 1/2	40.00 1/2	39.99 1/2	39.99	39.99	
Guilder, cables...	40.02 1/2	40.02 1/2	40.01 1/2	40.01	40.01	
Pesetas, checks...	15.48	15.48	15.45	15.47	15.53	
Pesetas, cables...	15.44	15.49	15.46	15.49	15.55	
Denmark, checks...	26.67	26.67	26.66	26.66	26.66	
Denmark, cables...	26.68	26.68	26.66	26.68	26.68	
Sweden, checks...	26.72	26.72	26.71 1/2	26.72	26.71	
Sweden, cables...	26.73	26.73	26.72 1/2	26.74	26.73	
Norway, checks...	25.44	25.51	25.48	25.43	25.47	
Norway, cables...	25.45	25.52	25.49	25.45	25.49	
Greece, checks...	1.26	1.26 1/2	1.26	1.27	1.26 1/2	
Greece, cables...	1.27	1.27 1/4	1.27	1.27 1/2	1.27	
Portugal, checks...	5.20	5.20	5.20	5.20	5.20	
Portugal, cables...	5.25	5.25	5.25	5.25	5.25	
Montreal, demand...	99.87	99.8%	99.85	99.83	99.83	
Argentina, demand...	41.89	41.83	41.20	41.12	41.25	
Brazil, demand...	11.70	11.60	11.45	11.56	11.75	
Uruguay, demand...	102.00	102.00	101.60	101.75	101.62	
Chili, demand...	11.95	11.98	12.00	12.12	12.12	

*Holiday

Silver Movement and Prices.—British exports of silver bullion for last year up to December 22, according to Messrs. Pixley & Abel, of London, were £7,462,307, of which £7,105,432 went to India and £356,875 to China. For the corresponding period in 1925, exports were £5,161,221, of which £4,241,371 went to India and £919,850 to China. Daily prices (per ounce) of bar silver in the London and New York markets during the current week follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
London, pence...	25	24 1/2	24 1/2	25	24 1/2	
New York, cent *...	54	53%	53%	53%	54 1/2	53%

*Holiday

Record Bank Clearings Reported

JANUARY settlements through the banks were probably the highest ever recorded, and bank clearings this week exceeding the figures of a year ago, which were the former maximum. Total exchanges at leading cities in the United States, as reported to R. G. DUN & Co. for this week, are \$10,918,415,000, or 3.0 per cent. more than those for the first week of 1925, and for five days this year they closely approach the figures for six days in 1924. At New York City clearings this week amounted to \$7,049,000,000, a gain of 6.8 per cent., but at outside centers they total \$3,869,415,000, a decrease of 3.3 per cent. from those of a year ago.

There are only eight cities outside of New York where bank clearings this week exceed those of last year—Boston, St. Louis, Baltimore, Kansas City, Cincinnati, Los Angeles, San Francisco and Portland, Ore. At the other leading cities declines appear, and at a number the losses are quite heavy.

	Five Days Jan. 6, 1927	Five Days Jan. 7, 1926	Per Cent.	Week Jan. 8, 1925
Boston	\$625,000,000	\$589,221,000	+ 6.1	\$496,623,000
Philadelphia	625,000,000	727,000,000	-14.0	666,000,000
Baltimore	139,153,000	118,200,000	+17.7	97,532,000
Pittsburgh	186,467,000	216,934,000	-14.0	196,266,000
Buffalo	55,184,000	71,231,000	-22.1	62,735,000
Chicago	710,849,000	724,398,000	-1.8	797,380,000
Detroit	158,641,000	143,000,000	+11.1	171,691,000
Cleveland	180,226,000	146,762,000	+3.8	131,483,000
Cincinnati	78,873,000	78,606,000	+ 0.3	81,123,000
St. Louis	180,000,000	152,500,000	+18.0	157,800,000
Kansas City	142,300,000	134,500,000	+ 6.5	150,000,000
Omaha	35,009,000	40,394,000	-13.3	47,192,000
Minneapolis	70,343,000	81,261,000	-13.4	92,532,000
Richmond	52,803,000	53,371,000	-0.9	63,711,000
Atlanta	53,586,000	76,227,000	-29.7	70,083,000
Louisville	34,116,000	36,423,000	-6.3	42,268,000
New Orleans	63,122,000	71,023,000	-4.1	76,821,000
Dallas	62,306,000	57,558,000	+ 9.1	62,449,000
San Francisco	205,500,000	191,800,000	+ 7.1	190,600,000
Los Angeles	186,138,000	172,014,000	+ 8.2	165,646,000
Portland	28,144,000	34,796,000	+ 3.9	41,041,000
Seattle	41,272,000	45,540,000	+ 9.1	41,833,000
Total	\$3,869,415,000	\$4,002,806,000	-3.3	\$3,905,992,000
New York	7,049,000,000	6,600,000,000	+ 6.8	7,409,000,000
Total All....	\$10,918,415,000	\$10,602,806,000	+ 3.0	\$11,317,992,000

Average Daily

	Jan. to date....	\$2,217,779,000	\$2,120,561,000	+ 4.6	\$1,719,665,000
December	1,615,822,000	1,696,226,000	+ 4.6	1,576,757,000	
November	1,537,024,000	1,668,054,000	-7.9	1,545,361,000	
October	1,548,214,000	1,575,914,000	-1.8	1,345,880,000	
3rd Quarter....	1,435,963,000	1,422,141,000	+ 1.0	1,297,415,000	
2nd Quarter....	1,512,924,000	1,481,156,000	+ 4.2	1,289,120,000	
1st Quarter....	1,646,342,000	1,529,742,000	+ 7.6	1,203,450,000	

Money Conditions Elsewhere

Boston.—In New England, contrary to the situation in other parts of the country, the proportionate demand for credit was not so high as in other parts of the country. The value of check payments was greater in 1926 than it was in 1925 in the majority of the principal New England centers, with Boston reporting the largest increases. The textile centers, Fall River, Manchester and New Bedford, reporting losses. Money rates declined late in October and early in November. The average weekly rediscounts of the Boston Federal Reserve Bank during the past week have been \$50,346,000, an increase over those for the same week last year of 10 per cent. Money is comparatively easy. The call rate, however, remains at 5 1/2 per cent. Commercial paper is quiet, and the rate remains unchanged at 4 1/2 per cent. Bankers' acceptances are 3% per cent., as compared with 3 1/4 per cent. in November. Year collateral loans now are 5 per cent. In November they were 4 1/4 per cent.

St. Louis.—Credit demands from industrial and commercial sources have been somewhat irregular. There has been considerable liquidation among the major manufacturing and mercantile interests, and also a good volume of borrowing from the same sources. Grain interests have increased slightly their commitments, while flour millers have reduced their obligations. The same is true of meat packers and manufacturers of some other food products. Commercial paper brokers are complaining of dull business. Offerings are plentiful, but competition of local banks makes sales difficult. Current interest rates are as follows: Commercial paper, 4 1/2 to 5 per cent.; customers' loans, 5 to 5 1/2 per cent.; collateral loans, 5 to 5 1/2 per cent.; and brokers' loans 5 to 5 1/2 per cent.

Baltimore.—Fully 90 per cent. of the funds received in dividends and interest have been redeposited in banks, and money continues easy, as a result. Time loans are obtainable on a 5 1/2 per cent. basis, and some bankers predict that the rate will drop this month to a 5 per cent. level. Many large corporations are so well fortified with ready funds that they are not confronted by the necessity of seeking bank accommodations. In other cases, additional capital is being secured through stock and bond flotation rather than through borrowings. In some cases, such issues are being less greeted with over-subscriptions.

New Orleans.—While banks show a slight decrease in deposits over those of a year ago, there is no evidence of over-investments, and financial institutions generally are in good shape. Money is in fair demand, with no change in interest rates, and the situation among financial institutions is quite satisfactory.

Kansas City.—There were but small changes in the Federal Reserve Bank statement during the week, bills discounted decreasing 3 per cent., while bills purchased decreased 8 per cent., and reserve ratio increased from 61.1 to 64.8 per cent. Among commercial and savings banks deposits were well maintained. Rates remain the same.

STEEL OPERATIONS NOT UNIFORM STRENGTH OF HIDES INCREASED

Leading Plants are Doing Better than Smaller Units—Some Price Concessions

FINISHING schedules in steel and iron are not uniform, with some lost time over the holiday and inventory period, and, on the whole, operations are hardly beyond 65 per cent., though the leading plants have been able to do better than this average. Buying interest for the present is lagging, and mills in several lines are competing at the expense of prices. Concessions, however, have not become general. In sheets, shading is reported of \$2 and \$3 per ton, automobile stock being subject to special factors, as wide strip steel is being offered to the trade as a substitute for standard sheets. Railroad requirements have been expected to take up the slack in other directions, but new specifications in any large volume have not yet developed.

Pig iron averages for December, as compiled by W. P. Snyder & Company, show Bessemer lower at \$19.50, Valley, and basic at \$18.50, with current quotations at the same figures. For the year 1926 the composite average places Bessemer at \$19.55, Valley, and basic at \$18.53, Valley, the peak having been reached during the first quarter at \$21 and \$20, respectively. Steel-making pig iron remains quiet, but several good-sized transactions in foundry iron are reported, the No. 2 grade being quoted at \$18.50 and \$19, Valley. The turnover in coke is not heavy and operators still hold to \$3.50, at oven, for furnace coke, spot tonnages being rather limited. Labor costs in coal mining are still comparatively high, and a reduction is problematical. There is but a moderate range between the selling and asking price of scrap, producers wanting \$16.50 for heavy melting steel, while \$17, Pittsburgh, appears to be the best obtainable from consumers. At Chicago \$13.25 is the average.

Other Iron and Steel Markets

Buffalo.—Steel mills have closed a successful year, both in tonnage and profit. At the present time, there is a falling off in production, due to the season, the closing up and repairing of furnaces, and getting plants in good order for the ensuing year. There are some forward orders on hand, but the past month has shown mostly spot orders. There is not the number of commitments as at this time last year, but the outlook is regarded as encouraging, and preparations are being entered into for a capacity business, as soon as the Spring trade opens up. Pig iron is quiet, as mills are not stocking up to any extent at this season of the year. There appears to be no overproduction and 13 out of 22 furnaces are in blast, with prices at around \$22.

Baltimore.—Steel mills are not running on a maximum capacity basis, but the outlook is favorable. Rolling mills are now operating at 80 per cent. of rated capacity and tube mills are on a 75 per cent. basis. Other divisions of the iron and steel industry are expecting to improve their running time.

Chicago.—A heavy volume of specifications against contracts during the last week in December enabled the local industry to continue without the customary New Year's shut-down, and rate of production is little changed. New business was rather quiet, the outstanding feature early in the week being the placing of an order for 3,000 miscellaneous freight cars by a Western system, a heavy percentage of which is expected to provide orders for local steel producers. The structural steel market was mildly active, some 2,200 tons being taken by small construction projects in addition to a 12,000 ton order for a large bank building last week. Other lines have been quiet. Prices showed no change during the opening week of the new year, although reports of shading persisted. Ruling prices at the opening were: Pig iron, \$21; hard steel bars, \$2; shapes and plates, \$2.10 and soft steel bars, \$2.10.

Montreal.—The turn of the year has not, as yet, brought any notable change in the iron market, though furnace men are looking for some improvement in the near future. The only local business done thus far is in orders for small lots at \$28.20 for No. 1 domestic foundry iron, and \$27.70 for No. 2.

November exports, according to the Department of Commerce, exceeded those of the same month a year ago by \$32,500,000 and for the first eleven months of 1926 totaled \$4,441,541,562, a decrease of \$97,973,954 compared with the corresponding period of the preceding year.

Further Sizable Transactions at Higher Prices —Calfskins are Also Firmer

THE stronger market for packer hides noted last week continues. Additional business, following sales of branded cows up to 12½c., included native and branded steers at full prices, with light Texas selling up to 13c. Light native cows sold actively at 13½c., and some brought as high as 14c., mostly St. Pauls. This figure, however, is readily obtainable now for all points. Heavy native cows moved in a sizable way at 13½c., and one packer was reported as selling a small quantity at as high as 13½c. Packers are closely sold up on all lines and have not shown a disposition to offer anything this week, with buyers still anxious for supplies. Later, about 9,000 branded cows sold up to 13c. Native and branded steers were parceled out at full rates, and heavy native cows sold at the full late basis of 13½c.

Country hides are strengthening, along with the general market. Good section 25 to 50-pound extremes are bringing 14c., and 25 to 45 pounds sold at 14½c. Some of the shippers have views of as much as ½c. higher. Northern section Southern extremes, 25 to 45 pounds, containing 5 per cent. grubs, sold at 14c., flat.

Foreign hides are active, strong and advancing. At the River Plate, United States tanners have operated, as well as Europe. Latest sales are at higher figures, and recent trading has been sizable. Argentine frigorifico steers sold this week at \$39.50 gold, equivalent to 18½c., and one sale was even higher than this. Common varieties of Latin-American dry hides are closely sold up, with sales of small spot parcels at steady increases. Interior section heavy average Bogota descriptions sold up to 24½c., notably Antioquias.

Calfskins, while not as active as hides, are firmer. Chicago cities sold at 17½c., with higher asked. Some of the packers talk up to 19c., although other offerings have been noted at the last selling rate of 18½c. In New York, stocks are closely cleared. Business went through on 5 to 7 pounds at \$1.80, and this was later refused. Reports are current of 7 to 9's bringing up to \$1.95. Last sales of

Production of Pig Iron

Daily average production of coke and anthracite pig iron by months since January 1, 1921, in gross tons:

Period.	1926.	1925.	1924.	1923.	1922.	1921.
Jan.	106,974	108,720	97,384	104,181	53,063	77,945
Feb.	104,408	114,791	106,026	106,935	58,214	69,187
Mar.	111,032	114,975	111,809	113,673	65,675	51,468
April	115,004	108,632	107,781	118,252	69,070	39,768
May	112,304	94,542	84,358	124,764	74,409	39,394
June	107,844	89,115	67,541	122,280	78,701	35,494
July	103,978	85,936	57,577	118,703	77,592	27,889
Aug.	103,241	87,241	60,875	111,274	58,586	30,780
Sept.	104,543	90,878	68,442	104,184	67,791	32,850
Oct.	107,553	97,528	79,907	101,586	85,092	40,215
Nov.	107,890	100,767	83,656	96,476	94,990	47,183
Dec.	99,712	104,853	95,539	94,225	99,577	53,196

Year's Freight Traffic Unprecedented.—The volume of freight handled by the railroads in 1926 was the largest ever moved by them in any corresponding period, according to complete reports for the year filed with the American Railway Association.

The loading of revenue freight for the fifty-two weeks' period ended December 25 amounted to 53,309,644 cars, an increase of 2,085,492 cars, or 4.1 per cent., over the best previous record established in 1925, an increase of 4,775,211 cars, or 9.8 per cent., over the total for 1924. This record freight movement in 1926 was declared to have been handled without transportation difficulties, congestion, or car shortage, except in a few instances of a temporary nature.

Period.	1926.	1925.	1924.
Five weeks in January.....	4,432,010	4,456,949	4,224,720
Four weeks in February.....	3,676,449	3,623,047	3,631,819
Four weeks in March.....	3,877,139	3,702,413	3,661,922
Five weeks in April.....	3,797,837	3,726,830	3,498,230
Four weeks in June.....	5,142,879	4,853,379	4,473,729
Four weeks in July.....	4,112,150	3,965,872	3,625,182
Five weeks in August.....	5,245,267	4,945,091	4,470,522
Four weeks in September.....	4,417,780	4,321,427	3,893,384
Five weeks in October.....	4,552,378	4,297,936	4,147,885
Four weeks in November.....	6,006,024	5,537,159	5,545,431
Four weeks in December.....	4,271,300	4,093,715	3,902,172
Totals	53,309,644	51,224,152	48,534,433

TEXTILE MARKETS OPEN QUIET COTTON PRICES LITTLE CHANGED

Pressure of Clearance Sales Very Noticeable
—Good Spring Trade Expected

A NOTICEABLE feature of the opening of the dry goods year is the pressure to move goods in retail channels. Many unusual bargains in moderate-priced lines are available to tempt consumers. Buying has been fair, but not feverish, and there has been no special effort made to replenish stocks as yet. In first hands, the textile markets opened quiet, with prices held about steady. In some quarters cotton goods were firmer.

Confidence in a good Spring business is very general in first and second hands, but merchants are not rushing to buy. The attendance of buyers in the markets has been good, and while operations have shown no change toward larger orders, prompt shipments are being asked of goods due, and retail buyers are making ready to buy more wash fabrics and other Spring lines.

Reports from the wool goods division indicate a slow oncoming of duplicate orders for Spring goods for clothing and garment cutting, as retailers are not disposed to order ahead, and most of the attention of selling agencies is taken up with preparations for opening a new Fall season toward the end of the month.

Production in wool and silk goods is on a more conservative scale than is true of cotton fabrics. The conservative attitude of retailers toward advance business is adding to the caution in wholesale channels where it is felt that more goods must soon be purchased to cover normal Spring requirements. Most merchants are undisturbed by the quiet start in business after the holidays, as they are not looking for activity until the middle of the month.

Firm Cotton Goods Markets

PRINT cloths and other unfinished cottons were firm at the opening of the first week in the year, and, in some instances, sellers were asking $\frac{1}{2}$ c. higher for contract deliveries for printing and covering purposes. Further openings of cotton blankets were announced, and the price levels generally are about those reported a week ago when leading large lines were opened at declines of from 10 to $12\frac{1}{2}$ per cent. from the prices of a year ago. There are some stirrings of new business in the wash goods division, where Spring lines are being offered by converters and selling agents for mills. Domestics were quiet. New lines of rayon bedspreads and draperies are being shown at lower prices than they were a year ago.

Of the preliminary showings of wool goods for the coming Fall season, the more notable lines in overcoatings are soft-spun goods or twisted yarn specialties in colors. Less than the usual displays of hard or smooth-finished cloths are being featured. Retail clothiers and garment buyers are not purchasing so freely as was anticipated, although there has been more looking about in showrooms than for two or three weeks. The tendency to hunt made-up bargains is the outstanding feature, lack of desire to place forward business on goods to be made being apparent.

While buyers still are purchasing crêpes and metallic light silk goods steadily, the business being booked is small, in relation to normal requirements for Spring displays at this time in retail channels. Accumulated stocks in mill hands are reported in some instances, due chiefly to the slow buying of styled goods in normal advance quantities.

New prices are being named in some parts of the hosiery markets but, on the whole, the knit goods markets have opened about as quietly as other divisions.

Cotton Supply and Movement.—From the opening of the crop year on August 1 to December 31, according to statistics compiled by *The Financial Chronicle*, 12,611,359 bales of cotton came into sight, against 11,519,772 bales last year. Takings by Northern spinners for the crop year to December 31 were 1,067,245 bales, compared with 1,077,452 bales last year. Last week's exports to Great Britain and the Continent were 236,424 bales, against 126,898 bales last year. From the opening of the crop season on August 1 to December 31, such exports were 5,368,952 bales, against 4,489,890 bales during the corresponding period of last year.

Houston.—In country districts collections were rather good during the week, but in the city they were somewhat slow.

Market Movements Irregular, but Net Alteration in Option List is Very Slight

THE first week of 1927 brought little net change in cotton prices. Up to the close on Thursday of this week the option list showed almost no variation from the final quotations in 1926, although fluctuations during the week were irregular. A considerable decline occurred on Monday, owing chiefly to a better weather map and weakness at Liverpool. These bearish factors caused rather general selling pressure, and prices went down something less than 20 points. An easier spot basis in the South was another depressing influence. The decline on the option list was extended a little early in the next session, but a rally soon followed and practically all of the previous losses were regained. Thereafter, the market moved within a narrow range, and the changes had no special significance. The impression appears to be spreading in trade circles that the crop has been over-estimated, and in some quarters the opinion has been expressed that the production will be under 18,000,000 bales. Moreover, it is claimed by some interests that probably not more than 17,500,000 bales will be ginned. Even a crop of that size would be, of course, without parallel, but it would be materially below the government forecast of about 18,600,000 bales. The actual size of the crop will not be known until the final ginning returns are issued in March, yet it is considered a rather significant fact that prices rally easily after each setback. The current spot quotation in New York is about $\frac{1}{2}$ c. a pound above the low point touched on the great decline last year, but it is fully $7\frac{1}{2}$ c. under the price in the first week of January, 1926. This is a difference of more than \$37 a bale.

Daily closing quotations (cents per pound) of cotton futures in the New York market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
Jan.	*....	12.50	12.70	12.65	12.71	12.78
March	12.68	12.57	12.81	12.87	12.89
May	12.87	13.07	13.00	13.05	13.10
July	13.04	12.25	18.17	13.22	13.29

SPOT COTTON PRICES

	Fri.	Sat.	Mon.	Tues.	Wed.	Thurs.
	Dec. 31	Jan. 1	Jan. 3	Jan. 4	Jan. 5	Jan. 6
New Orleans, cents....	12.69	....	12.53	12.73	12.69	12.77
New York, cents....	12.95	....	12.80	13.00	12.95	13.00
Savannah, cents....	12.20	....	12.20	12.28	12.21	12.28
Galveston, cents....	12.5	....	12.60	12.40	12.75	12.60
Memphis, cents....	12.25	....	12.25	12.25	12.25	12.25
Norfolk, cents....	12.38	....	12.79	12.38	12.31	12.38
Augusta, cents....	12.13	....	11.94	12.13	12.06	12.13
Houston, cents....	12.65	....	12.53	12.70	12.65	12.70
Little Rock, cents....	12.15	....	12.00	12.30	12.30	12.30
St. Louis, cents....	12.00	....	12.00	12.00	12.00	12.00
Dallas, cents....	11.90	....	11.70	11.95	11.85	11.90
Philadelphia, cents....	13.30	....	13.20	13.05	13.25	13.20

*Holiday

Federal Reserve Banks Gain Cash.—The consolidated statement of condition of the Federal Reserve banks on January 5, made public by the Federal Reserve Board, shows a decline for the week of \$69,700,000 in holdings of bills and securities and of \$44,300,000 in Federal Reserve note circulation, together with increases of \$54,000,000 in cash reserves, \$7,800,000 in non-reserve cash, and \$87,800,000 in member bank reserve deposits.

Discount holdings declined \$77,400,000 during the week and government securities \$3,300,000, while holdings of acceptances purchased in open market increased \$10,000,000. Since December 24, the peak of the holiday expansion in bill and security holdings and currency demand, bills and securities have declined \$154,000,000 and Federal Reserve note circulation \$122,000,000, while cash reserves have increased \$113,000,000 and non-reserve cash \$29,000,000.

According to the Federal Reserve Board's statement as of December 29 of 688 reporting members in leading cities, loans and discounts during the year showed an increase of \$334,000,000; investments, \$79,000,000; and time deposits, \$444,000,000, and a decrease in net demand deposits of \$179,000,000.

Imports into the United States during the first eleven months of 1926 aggregated \$4,071,623,500 in value, an increase over the same period the year before of \$241,674,046, leaving a favorable trade balance for this country of \$369,918,062.

LOW PRICES REACHED BY WHEAT

Early Decline Partially Offset by Subsequent Recovery—Other Grains Irregular

THE Chicago grain markets were irregular during the first half of the week. Wheat held fairly steady on Monday, largely on reports of a marked improvement in the export demand, then made new low prices for the crop in the early Tuesday trading. This was followed by a feeble rally at the close on that day, net losses being 1 1/4c. to 1 3/4c. on the various deliveries. Marked weakness in Liverpool prices proved the principal bear factor, and touched off a number of speculative stop-loss orders before the drop reached the bottom. Around mid-week, however, the Liverpool market turned firmer and this, with speculative short covering, had a strengthening effect in Chicago.

Corn moved opposite to the trend of the leading cereal, closing on Monday with fractional losses, breaking with wheat in the early Tuesday trading, and closing with net fractional gains for the day on extensive short covering and a falling off in receipts. Later, the undertone became easier.

Rye closed weaker on Tuesday, in sympathy with the leading cereal, although the decline brought out a fair demand. Oats showed little change, price movements being of no special significance.

United States visible supply of grains for the week, in bushels: Wheat, 63,506,000, off 1,464,000; corn, 34,712,000, up 2,539,000; oats, 44,297,000, off 400,000; rye, 12,880,000, up 222,000; barley, 4,477,000, off 121,000.

Daily closing quotations of wheat options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	...	1.38 1/2	1.36 1/2	1.37	1.37 1/2	1.38 1/2
July	...	1.30 1/2	1.28 1/2	1.29 1/2	1.29 1/2	1.29 1/2

Daily closing quotations of corn options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	...	78 1/2	79 1/2	78 1/2	79 1/2	...
July	...	82 1/2	82 1/2	82 1/2	83 1/2	...

Daily closing quotations of oats options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	...	49 1/2	49 1/2	49 1/2	49 1/2	49 1/2
July	...	47 1/2	46 1/2	47 1/2	47 1/2	47 1/2

Daily closing quotations of rye options in the Chicago market follow:

	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
May	...	90 1/2	98	98 1/2	99 1/2	...
July	...	97 1/2	96 1/2	96 1/2	...	...

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat		Flour		Corn	
	Western Receipts	Atlantic Exports	Atlantic Exports	Western Receipts	Atlantic Exports	
Friday	610,000	885,000	5,000	674,000	...	
Saturday	...	...	...	...	...
Monday	1,610,000	2,725,000	3,000	1,105,000	...	
Tuesday	510,000	930,000	59,000	880,000	...	
Wednesday	603,000	887,000	17,000	1,171,000	...	
Thursday	533,000	395,000	65,000	723,000	...	
Total	3,980,000	5,525,000	155,000	4,465,000	...	
Last year	4,826,000	9,950,000	73,000	6,609,000	741,000	

*Holiday

The Municipal Service Corporation of New York reports for the eleven months ended November 30, 1926, sales amounting to \$6,540,153, compared with \$5,227,964 for 1925. Gross profits for 1926 were \$1,353,022, against \$1,138,394 for 1925. Retail sales from the corporation's chain of gasoline stations for 1926 were 8,530,282 gallons, compared with 4,427,170 gallons for 1925.

WELLINGTON & CO.

Members New York Stock Exchange
Members Pittsburgh Stock Exchange

31 Pine Street - - - - New York
Union Trust Bldg. - - - - Pittsburgh

IRREGULARITY IN STOCK MARKET

Trend of Prices Uncertain, Though Most Motor Shares are Strong—Trading Smaller

THE stock market was irregular most of the week, with the motors group furnishing one of the few outstanding features. Most of the automobile shares ranged upward in price, a customary development in the first week of the year, with preparations being made for the national shows, advanced models being brought out by the major manufacturers and the industry on the even of a large selling season. Nash and Hudson were the principal leaders, with Willys-Knight also firm and General Motors moving up moderately. Other motor shares participated in the strength, though Moon Motors was subjected to some pressure, owing to the passing of that company's dividend.

The general market was strictly a professional affair, with little significance attaching to the advances and declines which were scattered through the list. Union Carbide & Carbon was one of the strong spots, and Baldwin Locomotive also was bid up sharply after early weakness. Among the important developments of the week was the announcement that Texas Pacific Land Trust certificates, the highest-priced issue traded in on the Exchange, would be split up 100 for 1. This accounted for the recent strength in these certificates, which in recent weeks have advanced as much as 100 points in one day. The price was off moderately after the stock split-up announcement, and late in the week the shares were quoted at 1,950.

For the most part, the market was in a drifting condition, with only the specialties active. The railroad shares, as a group, were firm, the principal feature being the declaration of a 75c. extra dividend by Atchison, Topeka & Santa Fe. United States Alcohol was higher, and the Continental Baking stocks moved upward. Bon Ami, which placed its stock on a \$4 annual dividend basis, was firm.

The volume of trading in stocks this week fell below that for the corresponding period of 1926, but the par value of bonds sold on the Stock Exchange showed an increase. There was unusual activity in the latter division on Thursday, when sales exceeded \$16,500,000.

The daily average closing quotations of sixty railway, ten industrial and five traction and gas stocks are appended:

	Last Year	Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
R. R.	92.93	*	98.38	98.24	98.34	98.28	98.49
Ind.	119.50	...	126.88	127.82	127.91	128.19	128.64
G. & T.	98.55	...	110.40	110.70	110.75	110.60	110.80

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending	Stocks	Shares	Bonds
Jan. 7, 1927	This Week	Last Year	
Saturday	*	1,035,700	...
Monday	1,341,600	2,291,800	\$13,819,000
Tuesday	1,507,900	2,042,500	14,219,000
Wednesday	1,419,600	1,687,500	14,849,000
Thursday	1,344,700	1,842,100	16,532,000
Friday	1,306,600	2,222,000	19,995,000
Total	6,969,400	11,121,000	\$70,255,000

Notes of Financial Markets

It is reported that the Servel Corporation plans to issue 196,000 shares of new stock, giving present stockholders the right to buy at \$10 a share. The issue has been underwritten by New York bankers.

The Pennsylvania Railroad reports record loadings in 1926, the total having been 5,609,989 cars, as compared with 5,473,738 in 1923, the former record year. Including cars received from connecting lines the total was 8,638,791, as compared with 8,403,527 in 1923.

The report of Swift & Company for the year ended November 6, 1926, shows net profit of \$15,645,242, after interest, depreciation, etc., equivalent to \$10.43 a share earned on \$150,000,000 capital stock. This compares with \$15,379,152, or \$10.25 a share, in the year ended October 31, 1925.

Merrill, Lynch & Co. and Hemphill, Noyes & Co. are offering an issue of \$5,000,000 convertible 6 per cent. cumulative preferred stock of McCrory Stores Corporation, at \$100 a share and accrued dividend. The stock is convertible into Class B common stock of the corporation at any time on a share-for-share basis. The proceeds of this financing will be applied partly for the redemption on February 1 of the 7 per cent. preferred now outstanding and for additional working capital.

REPORTS ON COLLECTIONS

Boston.—Local department stores reported an improvement in collections during November of 0.4 per cent., and the apparel shops of 3.4 per cent. The wholesale grocers found their collections 3.6 per cent. better, while the wholesale shoe dealers reported a slight slowing down in payments. Collections during the week have improved.

Portland, Me.—While in some lines collections are only fair, in most lines they are good.

Providence, R. I.—Although reports of slowness are not missing, collections in most lines are good.

Hartford.—Most reports from this district show that collections continue rather slow.

Philadelphia.—In most lines collections have shown an improvement, due, it is believed, to the desire of many to close their books with liabilities as small as possible. Many accounts that had been tardy were settled during the week, and altogether there is a cheerful outlook.

Pittsburgh.—Most branches of trade showed a slight improvement in collections during the week.

Buffalo.—In the main, collections are regarded as fair, having improved slightly over the record of a week ago.

St. Louis.—Reports relative to collections indicate a slowing down, as contrasted with the record of a month previous, but there was a decided improvement between the holidays, and a further improvement has been noted since the beginning of the year. The least satisfactory results have come from the South, where the low prices being realized by producers of cotton, rice and tobacco have had a tendency to curtail payments, while in the northern section the slowness has been attributed to the inclement weather. There also has been an unusually large number of requests for extensions. Retail collections have been good in all the larger cities.

Baltimore.—Classification of good predominated the collections reports during the week.

Winston-Salem.—While some improvement has been noted in collections, they are classed as fair only.

Oklahoma City.—There was a further improvement in collections during the week.

New Orleans.—There has been a little improvement in collections, and considerable liquidation is being made.

Jacksonville.—Despite a slight improvement, collections in this district cannot be classed as better than fair.

Chicago.—Despite the holiday lull, collections compare favorably with those for the same week a year ago.

Cincinnati.—There was quite an improvement in collections during the week, and in the main they are termed satisfactory.

Cleveland.—In several lines of business collections ran somewhat slow last week.

Detroit.—The majority of reports show that collections are only fairly good.

Minneapolis.—Collections did not improve during the week, and they are classed as only fair.

Kansas City.—Although collections vary with the different trades, they are reported fairly good on the average.

Omaha.—The month has started with collections slightly easier than they were at this time thirty days ago.

St. Paul.—Money came in rather easy during the week, making collections in this city fair, as a whole. They were not quite so favorable in country sections.

Denver.—Nearly all the merchants in the Rocky Mountain district sent in reports of fair collections last week.

San Francisco.—During the last week of the year collections were slow, although there were many instances of balances due being checked out and which will show in next week's debits. During the current week collections were a little slower than they were during the same period a year ago.

Los Angeles.—There was an improvement in retail collections during the week, so that they may be classed as fair in nearly all branches of trade.

Seattle.—Retail merchants report collections somewhat slower, while wholesale dealers find them fair to good, and instalment houses fair.

Portland, Ore.—There has been an improvement in collections, as compared with what they were a month ago, the majority of merchants now reporting them from fair to good, with the latter predominating.

Linoleum manufacturers are making a harder drive to secure business in large buildings. The use of linoleums in homes has been increasing, but in many sections the consumption in large buildings has been almost stationary.

Good Holiday Trade at Buffalo

BUFFALO.—Following a successful holiday trade, which included a great variety of merchandise, the usual reaction is in evidence, although not so apparent as in former years. Stocks are low, and the retailer has little to offer in the way of clearance sales. The past week has been given over principally to inventory taking, and replacements will be necessary in many cases before the stocks are again normal. Rubber goods have been especially favored by weather conditions, and sales have been active. Footwear has shown an improvement, both in wholesale and retail. The clothing manufacturers are very well employed on orders booked for Spring, and retailers are doing a normal business, prices being well maintained. Women's apparel has been moving well, and special offerings receive a ready response. Knit goods have been in active demand; rayons and cotton mixtures predominate in demand for dress goods. Retail jewelers have had an active business, and manufacturers look for a substantial Spring business.

Hardware and implement dealers are closing a season of increased sales. Wallboard manufacturers report business for the year in excess of that of 1925. Building operations have slowed up to some extent, but there are a number of substantial contracts awaiting the opening of Spring. Furniture and house furnishings have been moving well, and sales for the year exceed those of one year ago. The credit system of selling appears to be growing in favor, resulting in the merchant carrying larger amounts on his books than in former years. Electrical equipment and supplies are showing a gradual increase in sales, due to the extension of electric lines throughout the rural districts. Lake and railroad have had a very successful carrying year, and merchants generally are anticipating a normal business for the coming year.

Western Money Market Conditions

Chicago.—Money is a little easier, with a small volume of extra choice commercial paper going at 4 per cent., while the ruling rates are 4½ to 4¾ per cent. Over-the-counter and loans on collateral are 4¾ to 5½ per cent. Commercial paper men expect a more marked easing off next week.

Minneapolis.—The rates for commercial and industrial loans continue at 5 to 6 per cent. Commercial paper is quoted at 4½ to 4¾ per cent. The demand for loans is good, and ample funds are available. Deposits at the Federal Reserve Bank of Minneapolis decreased about \$170,000 during the week, and discounts decreased \$419,000.

Cincinnati.—As is customary during this period of the year, loans are being reduced or paid off, and banks are having an influx of funds. Call and time loans are easier at 5 to 5½ per cent., with the general run of accommodations still ruling at 5½ to 6 per cent.

Cleveland.—Money has been rather easy since the beginning of the new year, and although the demands for commercial and manufacturing loans are fairly numerous, the amounts generally are of medium range. The banks are well supplied with funds, and rates of interest show no tendency to strengthen. Borrowing on the usual run of time paper can be made at rates of interest as low as 4½ per cent., with the usual average ranging up to 5½ or 6 per cent. Savings banks report deposits in steady volume.

San Francisco.—In money centers transactions dropped off considerably during the week, both on the exchange and on the street. This is regarded as a temporary lull, as within two weeks dividend and interest sums will be seeking re-investment. The San Francisco-American Bank and the Mercantile Trust Co. of California have consolidated as the American Trust Company.

Stock Exchange Loans Larger.—Loans made by New York Stock Exchange members on collateral, contracted for and carried in New York as of the close of business December 31, 1926, aggregated \$3,292,860,255, an increase since the last previous report, at the end of November, of \$163,698,580.

Of the total loans recorded at the end of the year, demand loans constituted \$2,541,681,885 and time loans \$751,178,370. Borrowings from New York banks and trust companies accounted for \$2,127,995,996 demand and \$675,589,270 time loans, while borrowings from private bankers, brokers, foreign banking agencies and others in the city of New York aggregated \$413,685,889 demand and \$75,589,100 time.

WHOLESALE QUOTATIONS OF COMMODITIES

ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year	ARTICLE	This Week	Last Year
APPLES: Common...bbl	2.00	3.00	Gambier.....lb	9 1/2	13	Palm, Lagos.....lb	8 1/4	9 1/2
Fancy....."	5.00	7.50	Indigo, Madras.....lb	1.13	1.00	Petroleum, cr., at well, bbl	3.15	3.63
BEANS: Marrow, ch. 100 lb	7.00	9.25	Prussiate potash, yellow.....lb	19	18 1/4	Kerosene, wagon deliv., gal	18	15
Fea, choice....."	5.15	5.50	Indigo Paste, 20%....."	14 1/2	26	Gas'e auto in gar, st. bbls	21	17
Red kidney, choice....."	9.00	9.60	FERTILIZERS:			Min., lub, dark flit'd E....."	27	30
White kidney, choice....."	7.00	9.00	Bones, ground, steamed 1 1/2 % am., 60% bone phosphate, Chicago.....ton	28.00	22.00	Dark flit'd D....."	28	32
BUILDING MATERIALS:			Muriate potash, 80%.....ton	36.40	34.90	Paraffin, 90% spec. gr."	..	23
Brick, Hud. R., com., 1000	17.90	15.00	Nitrate soda.....100 lbs	2.60	2.68	Rosin, first run....."	5 1/2	6 1/2
Portland Cement, North- ampton, Pa., Mill.....bbl	1.85	1.85	Sulphate, ammonia, do- mestic, f.o.b. works, 100 "	2.50	2.95	Soya-Bean, tk., coast prompt....."	9 1/2	10 5/8
Lath, Eastern spruce, 1000	7.30	8.50	Winter, Soft Straight....."	7.15	9.25	Spot....."	..	13 1/4
Lime, f.o.b. fty. 200 lb	1.90	1.90	FLOUR: Spring Fat, 196 lbs	6.25	8.50	PAINTS: Litharge, Am. ....lb	10 1/4	11 3/8
Shingles, Cyp. Pr. No. 1, 1000	13.00	13.00	WINTER, Soft Straight....."	6.25	8.50	Ochre, French....."	4 1/2	4 1/4
Red Cedar, clear.....1000	4.20	5.11	GRAIN: Wheat, No. 2 R b	1.53 1/2	1.98	Paris, White, Am. ....100	1.25	1.25
BURLAP, 10 1/2-oz. 40-in. yd	10.00	11.70	Corn, No. 2 yellow....."	89 1/4	97 1/4	Red Lead, American....."	1.55	1.45
8-oz. 40-in. yd	6.65	9.10	Oats, No. 3 white....."	55 1/2	53	Vermillion, English....."	1 1/2	1 1/2
COAL: f.o.b. Mines.....ton			Rye, No. 2....."	1.07 1/2	1.16 1/4	White Lead in Oil....."	9 1/4	10 1/4
Bituminous:			Barley, malting....."	87 1/2	87	Whiting, Comr., 100 "	85	1.00
Navy Standard....."			Hay, No. 1, 100 lbs	1.35	1.45	Zinc, American....."	6 1/2	7 1/2
High Vol. Steam....."	1.60	1.75	Sh. 1/2, No. 2 "	1.25	95	" F. P. R. S."	9 1/2	10 7/8
Anthracite....."			HEMP: Midway, ship... lb	18 1/2	20	PEAS: Yellow split, 100 "	6.00	6.00
Stove (Independent)....."	9.75-10.00		HIDES, Chicago....."			PLATINUM oz	11.00	120.00
Chestnut (Independent)....."	6.25-6.75		Packer, No. 1 native.....lb	15 1/2	15 1/4	PROVISIONS, Chicago:		
Stove (Company)....."	6.25-6.50		No. 1 Texas....."	14 1/2	15	Beef, steers, live.....100 lbs	10.75	11.00
Chestnut (Company)....."	9.75-9.15		Colorado....."	14	14	Hogs, live....."	11.80	12.20
Per (Company)....."	6.00-6.50		Branded Cows....."	12 1/2	12 1/2	lard, N. Y. Mid. W."	12.80	13.00
COFFEE, No. 7 Rio.....lb	15 1/4	17 3/4	No. 1 buff hides....."	11 1/2	11 1/2	Boards, chip.....ton	40.00	47.50
" Santos No. 4....."	19 1/4	23 1/2	No. 1 extremes....."	14 1/2	14 1/2	Boards, straw....."	57.50	57.00
COTTON GOODS:			No. 1 calfskins....."	13	14	Boards, wood pulp....."	67.50	70.00
Brown sheet'gs, stand. yd	11 1/2	13 1/2	No. 1 Kip....."	13	14	Sulphite, Dom. bl., 100 lbs	3.75	4.00
Wide sheet'gs, 10-4.	52	63	Chicago City calfskins....."	17 1/2	20 1/4	Old Paper, No. 1 Mix, 100 "	40	50
Bleached sheet'gs, st.	16	18 1/4	HOPS: N. Y. prime '26....."	55	60	PEAS: Yellow split, 100 "	6.00	6.00
Medium....."	11 1/2	13 1/2	JUTE, Shipment....."	7 1/4	13	PLATINUM oz	11.00	120.00
Brown sheet'gs, 4 yd.	8 1/2	10 1/2	LEATHER:			PROVISIONS, Chicago:		
Standard prints....."	8	9 1/2	Leather backs, t.r."	43	43	Beef, steers, live.....100 lbs	10.75	11.00
Brown drills, standard....."	11	14 1/2	Stained back's, No. 1....."	47	50	Hogs, live....."	11.80	12.20
Staple ginghams....."	9	11 1/2	Belting, Butts, No. 1, light....."	57	61	lard, N. Y. Mid. W."	12.80	13.00
Print cloths, 38 1/2 inch.	6 1/2	7 1/2	WESTERN HEMLOCK:			Short rib, sides lge....."	14.50	15.00
6x6x60....."	6 1/2	8 1/2	No. 1 Rough, per M ft	31.00	34.00	Bacon, N. Y., 140s down lb	20 1/2	19 1/2
House, belting duck....."	27 1/2	38-39	White Pine, No. 1....."	71.00	71.00	Hams, N. Y., big in tcs....."	22 1/2	23 1/2
DALY'S:			FAS Qtd. Wh. Oak....."	159.00	169.00	Tallow, N. Y., sp. loose....."	7 1/2	8 1/2
Butter, creamy, extra.....lb	50	45 1/2	FAS PI. Wh. Oak, 4/4"....."	119.00	123.00	RICE: Dom. Fcy. head....."	8	8
Cheese, N. Y., Fresh spl."	27	29	FAS PI. Red Gum, 4/4"....."	108.00	108.00	Blue Rose, choice....."	5	1 1/2
Cheese, N. Y., f. held spec."	49	49	FAS Poplar, 4/4"....."	121.50	124.50	Foreign, Saigon No. 1....."	3.75	3.75
Eggs nearby, fancy.....doz.	41	36	FAS Ash 4/4"....."	107.00	117.00	RUBBER: Up-river, due....."	32	79
Fresh gathered firsts....."			FAS Birch, 4/4"....."	45.00	50.00	Plan, 1st Latex cr."	39 1/2	87 1/2
DRIED FRUITS:			FAS Birch, Red, 4/4"....."	125.00	135.00	SALT: Table, 200 lb, sack....."	1.00	2.15
Apples, evap., choice.....lb	10 1/4	11 1/2	FAS Cypress, 4/4"....."	97.50	100.00	SALT FISH: Mackeral, Norway fat....."		
Apricots, choice 1926....."	23 1/2	24 1/2	FAS Chestnut, 4/4"....."	102.50	111.50	No. 3....."		
Citron, imported....."	24	42	No. 1, Com. Mahog. 4/4"....."	170.00	180.00	Cod, Grand Banks.....100 lbs	10.00	9.00
Currants, cleaned....."	10	9 1/2	FAS H. Maple, 4/4"....."	95.00	105.00	SILK: China, St. Fl. 1st lb	6.00	7.50
Lemon peel....."	17	17	Canada Spruce, 2x4"....."	36.00	.....	Japan, Fl., No. 1....."	5.70	1.00
Orange peel....."	15	16	N. C. Pine, 4/4"....."	56.25	60.00	SPICES: Mace....."	1.08	1.08
Peaches, Cal. standard....."	13	20	Yellow Pine, 3x12"....."	63.00	60.00	Cloves, Zanzibar....."	23 1/2	26 1/2
Prunes, Cal., 40-50, 25- lb. box....."	8 1/2	10	FAS Bassw'd, 4/4"....."	95.00	98.50	Nutmegs, 105s-110s....."	40	54
Raisins, Mus. 4-cs. 20-lb Box	4.40	4.00	Com. Fir, Rough....."	32.00	35.00	Ginger, Cochinch."	16	19
Raisins, Mus. 100 mus. 1b	10	9 1/2	Car. Redwood, 4/4"....."	40.00	40.00	Pepper, Lampong, black....."	26 1/2	35 1/2
DRUGS & CHEMICALS:			open-heart, Phila....."	40.30	43.00	" Singapore, white....."	45	41
Acetanilid, U.S.P. bbls. lb	35	35	Wire rods, Pittsburgh....."	45.00	50.00	" Mombasa, red....."	5.18	5.18
Acid, Acetic, 28 deg. 100 "	3.37 1/2	3.25	O-h. rails, hy., at mill....."	43.00	43.00	SUGAR: Cent. 360, 100 lbs	5.18	4.11
Carbolic drama....."	22	27	Iron bars, ref. Phil. 100 lb	2.22	2.22	Fin. gran., in bbls....."	6.35	5.50
Citric, domestic....."	44 1/2	45 1/2	Iron bars, Chicago....."	2.00	2.00	Tea, Formosa, fair....."	25 1/2	24
Muriatic, 18%.....100	95	85	Steel bars, Pittsb."	1.90	1.90	Fine....."	34	35
Nitric, 42%....."	6.50	6.25	Plate, Bessemer, Pgh."	2.00	2.00	Iest....."	20	20
Oxalic....."	11 1/2	11	Billets, Bessemer, Pgh."	35.00	35.00	Hyson, low....."	60	60
Stearic, double pressed....."	12	15 1/2	forging, Pittsburgh....."	40.00	40.00	Firs....."	33	35
Sulphuric, 60%.....100	52 1/2	50	Wire rods, Pittsburgh....."	45.00	50.00	TOBACCO, L'ville '25 crop:		
Tartaric crystals....."	29 1/2	27	Wash. Nails, Pittsb."	3.00	3.25	Burley Red-Com., sht. lb	10	14
Ft'sp'g, g'vel, 85% mi. ton	22.75	21.00	Wash. Nails, Pittsb."	2.65	2.65	Common....."	13	19
" acid, 98%....."	45.00	40.00	Barb. Wire, galvan- ized, Pittsburgh....."	3.40	3.35	Medium....."	15	22
Alcohol, 190 prf. U.S.P. ga	4.98 1/2	4.94 1/2	Coke, Conn'v, oven, ton	3.85	4.50	Burley-colory—Common....."	16	16
wood, 90 pr. c."	83	55	Furnace, prompt ship."	2.75	5.00	Medium....."	19	22
" dental, form 5....."	3.35	50	Foundry, prompt ship."	4.50	6.00	VEGETABLES: Cabbage bbl	2.25	2.75
Alum, 90 prf."	3.35	3 1/2	Aluminum, pig (ton lots) lb	27	25	Onions bag	2.00	2.00
Ammonia carb'g, dom."	10 1/2	11	Antimony, ordinary....."	13 1/2	14 1/4	Potatoes bbl	6.00	8.00
Arsenic, white....."	3 1/2	3 1/2	Copper, Electrolytic....."	13 1/2	14 1/4	Turnips, rutabagas....."	1.85	2.10
Balsam, Copalba, S. A."	48	42	Zinc, N. Y."	7 1/2	9.05	WOOL: Boston:		
Fir, Canada.....gal	11.25	11.00	Lead, N. Y."	7.65	9.05	Aver, 98 quot. ....lb	65.34	77.57
Peru.....lb	1.70	1.80	Tin, N. Y."	67	62 1/2	Ohio & Pa., Fleece:		
Bee'swax, Africap, crude....."	40	40	Tipplate, Pittsb., 100-lb box	5.50	5.50	Delaine, Unwashed....."	45	52
" white, pure....."	59	55			Half-Blood Combing....."	45	51	
Bi-carb'te soda, Am. 100 "	2.41	2.41			Half-Blood Clothing....."	39	48	
Bleaching powder, o.v.e.r.	2.00	2.00			Common and Braid....."	38	45	
Borax, crystal, in bbl."	4 1/2	4 1/2			Mch. & N. Y., Fleece:			
Brimstone, crude dom. ....ton	23.00	21.00			Delaine, Unwashed....."	43	50	
Colomel, American.....lb	1.59	1.45			Half-Blood Combing....."	43	50	
Camphor, domestic....."	72	84			Half-Blood Clothing....."	37	46	
Castor soap, white.....case	14.00	12.00			Wis., Mo. & N. E.:			
Castor Oil, No. 1, 1b	13 1/2	13 1/2			Half-Blood"	40	48	
Castoric soda 76%.....100	3.00	3.10			Quarter-Blood"	41	50	
Chlorate potash....."	8 1/2	8 1/2			Southern Fleece:			
Chloroform....."	30	30			Ordinary Mediums....."	42	48	
Cocaine, Hydrochloride....."	8.00	8.00			Ky., W. Va., etc.: Three- eighths Blood Unwashed....."	47	56	
Coco Butter, bulk....."	48	27 1/2			Quar-Blood Combing....."	46	55	
Codliver Oil, Norway....bbl	28.50	28.00			Texas, Scoured Basis:			
Cream tartar, 99%.....lb	28.00	22			Fine, 12 months....."	1.05	1.25	
Epsom Salts.....100 "	2.50	2.00			Fine, 8 months....."	90	1.12	
Formaldehyde....."	11 1/2	9			Calif., Scoured Basis:			
Glycerine, C. P., in bulk....."	29 1/2	25			Northern"	1.00	1.25	
Gum-Arabic, picked....."	20	24			Southern"	72	1.00	
Bensolin, Sumatra....."	37	26			Other, Scoured Basis:			
Gamboge, D. C."	1.05	1.05			Northern"	1.03	1.25	
Shellac, D. C."	62	75			Territory, Scoured Basis:			
Tragacanth, Aleppo 1st."	1.50	1.55			Fine Staple Choice....."	1.05	1.25	
Licorice Extract....."	18	21			Half-Blood Combing....."	97	1.15	
Powdered....."	32	34			Fine Clothing....."	92	1.10	
Root....."	32	34			Coarse Combing....."	92	1.00	
Menthol, cases....."	4.75	7.00			California Fine....."	65	70	
Morphine, Sulph. bulk. os	7.35	7.35			WOOLEN GOODS:			
Nitrate Silver, crystals....."	38	46 1/2			Stand, Clay Wor., 16-oz. yd	3.05	3.22 1/2	
Nux Vomica, powdered. lb	90	1.30			Serge, 11-oz."	2.27 1/2	2.52 1/2	
Opium, Jobbing lots....."	12.00	12.00			Serge, 16-oz."	3.17 1/2	3.50	
Quicksilver 75-lb flask....."	101.00	98.00			Exc. F. Cassimere, 13-oz."	1.95	2.85	
Quinine, 100-oz. tins....oz.	40	45			52-in. all-worsted Pan-	57 1/2	65	
Rochelle Salts.....lb	20	20			ama"	53	62 1/2	
Sal ammoniac, lump....."	11 1/2	11 1/2			Broadcloth, 54-in."	4.12 1/2	4.82 1/2	
Sal soda, American 100 "	90	1.30						
Salpetre, crystals	7 1/2	7 1/2						
Sarsaparilla, Honduras....."	58	70						
Soda ash, 58% light 100 "	13 1/2	13 1/2						
Soda benzoate....."	50	50						
Vitriol, blue....."	4.80	4.35						
D'ESTUFFES, Ann. Can."	34	42						
11-chromate Potash, am. lb	34	34						
Cochineal, silver....."	74	55						
Catch....."	18	15						

+Advance from previous week. Advances 33 — Decline from previous week. Declines 35 + Quotations nominal *Carload shipments, f.o.b. New York.

GENERAL BUSINESS CONDITIONS

(Continued from page 13)

TORONTO.—All indications point to a year of progress and prosperity for Canada, the abundance of funds in both private and bankers' hands, an increased note circulation, large deposits and improved railroad earnings giving practical proof of sound conditions. The extensions and totaling of inventories for the year-end are practically completed and balance sheets invariably showed that 1926 was more profitable than many firms had really anticipated. For the first week of this year, dry goods movement was good, and few merchants expected to carry over more than a fraction of their heavy merchandise.

Hardware sales are well maintained, and retailers look forward to better business. Stationers' turnover is increasing. Paints, oils and glass dealers are well pleased with trade to date, as opportunities for outlet are increasing. Electrical equipment plants are operating profitably, although the radio sections are meeting severe competition. Mining development has made marvelous progress, and results from both Ontario and Quebec fields are attracting universal attention. Mining stock exchanges are hectic with activity, while the trading in industrial and other securities has been large. Cattle prices are stationary, with a tendency towards firmness, while hogs are about 25 cents lower than they were a week ago. Butter prices are strong, imports not being so important this year. Although New Zealand shippers tested this market, they had not supplies sufficient to affect it. Payments are being made quite promptly.

SASKATOON.—In summing up trade conditions for the year, a satisfactory comparison is shown over the record of the year previous, in spite of the fact that crops were lighter. Building operations were particularly active, and business in builders' supplies and hardware showed a corresponding gain. Distribution of new cars from this center was the largest of any previous year, and several new lines of cars have been introduced into this territory.

Christmas trade was not up to expectation, although the cold weather has stimulated business in seasonable merchandise, such as woolens and clothing, and trade in foot-wear also has been satisfactory. Wholesale grocery distributors claim a substantial gain in sales, and dealers in agricultural machinery report business as having been good during the past season. Collections are reported as fair, and failures were lower in number and in amount of liabilities than for many years past.

Commercial Failures in Canada

THE best exhibit for any year since 1920 is made by the Canadian insolvency statistics for 1926. This is true both of the number of commercial failures and the amount of liabilities. The former totaled 2,196, while the indebtedness is a little in excess of \$37,000,000. Comparing with the 2,371 defaults of 1925, there is a numerical decrease of about 7½ per cent, and last year's liabilities are approx-

imately 19 per cent. smaller than the \$45,800,000 of 1925. Even larger reductions appear in comparison with the business mortality for all other years back to 1920. In that year the insolvencies brought 1,078, while the indebtedness was about \$26,500,000.

An analysis of last year's statement by Provinces shows fewer failures than in 1925 in Quebec, British Columbia, Nova Scotia, Newfoundland, Manitoba, Prince Edward Island, Alberta and Saskatchewan. There are, in fact, increases in only two Provinces—namely, Ontario and New Brunswick. Similarly, the liabilities show decreases in most instances, improvement in this respect being reported by Quebec, Nova Scotia, Manitoba, New Brunswick, Prince Edward Island, Alberta and Saskatchewan. The falling off in Quebec is especially marked, while the only increases are in Ontario, British Columbia and Newfoundland. The increase in Ontario approximates \$3,700,000.

Further examination of the Canadian insolvency record for last year shows fewer defaults than in 1925 in both the manufacturing and trading classifications, and these reductions more than offset an increase in other commercial lines. Relatively the largest reduction—about 8½ per cent.—occurred in the trading division. The indebtedness for both the manufacturing and trading classifications also fell off, but the amount for other commercial failures increased materially. The statistics for separate Provinces and also for different classes of business are given at the bottom of this page.

CANADIAN FAILURES BY BRANCHES OF BUSINESS
THREE YEARS

	1926		1925		1924	
	No.	Liabilities	No.	Liabilities	No.	Liabilities
Manufacturers	4	\$9,216	6	\$1,343,000	9	\$203,600
Iron and Foundries	24	1,022,100	42	600,600	48	1,716,883
Machinery and Tools	5	121,800	4	274,600	12	1,463,900
Woolens, Carpets, &c.	..	..	..	..	..	..
Cotton, Hosiery, &c.	..	..	..	..	..	..
Lumber & Carpenters	80	2,636,820	71	8,444,142	97	7,994,176
Clothing & Millinery	98	4,575,752	94	1,486,215	114	2,230,570
Hats, Gloves & Furs	7	699,826	13	276,155	18	493,036
Chemicals & Drugs	12	122,712	18	400,216	17	117,630
Paints and Oils	1	2,250	3	169,906	2	29,000
Printing & Engraving	14	243,758	17	460,988	26	352,620
Milling and Bakers	22	308,777	35	574,060	34	386,870
Leather, Shoes, &c.	13	298,500	22	3,442,128	20	1,253,773
Liquors and Tobacco	4	104,700	9	166,952	10	180,770
Glass & Earth'ware	..	..	..	..	..	..
All Other	224	7,501,813	217	10,846,422	210	19,492,146
Total Mfg'ys	527	\$16,465,754	563	\$24,046,514	625	\$36,542,058
Traders	..	..	..	..	..	..
General Stores	199	\$2,561,312	223	\$2,537,052	279	\$4,320,418
Groceries & Meats	390	2,017,048	401	2,243,675	378	3,784,584
Hotels & Rest'ys	110	1,074,883	101	915,007	101	1,449,942
Liquors and Tobacco	25	89,289	44	366,118	35	174,402
Clothing & Furn'g	181	2,220,788	189	2,212,798	216	2,619,467
Dry Goods & Carpets	137	1,962,005	136	2,686,367	160	1,961,760
Shoes, Rub. & Trunks	69	1,559,016	110	1,373,866	88	891,452
Furniture & Crockery	27	299,706	29	505,198	27	529,437
H'ware, Stov. & Tools	62	897,000	56	759,823	62	820,104
Chemicals & Drugs	37	256,800	28	220,154	31	226,417
Paints and Oils	6	165,700	..	..	4	9,700
Jewelry and Clocks	39	245,581	43	228,756	19	164,300
Books and Papers	13	62,100	22	149,135	17	156,929
Hats, Furs & Gloves	16	246,100	12	318,400	16	174,516
All Other	237	3,663,798	260	4,993,800	287	4,912,096
Total Trading	1,548	\$17,320,605	1,603	\$19,514,049	1,720	\$21,324,089
Agents & Brokers	121	3,206,223	115	2,207,262	129	6,664,228
Total Com'l	2,198	\$37,082,828	2,371	\$45,767,825	2,474	\$64,530,975

Memphis.—Banks have abundant funds, and rates are without change. There is a scarcity of desirable bonds in the hands of local brokers.

CANADIAN FAILURES—1926

PROVINCES	TOTAL COMMERCIAL		MANUFACTURING		TRADING		OTHER COM'L		BANKING		
	No.	Assets	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities
Ontario	681	\$9,683,671	\$12,949,265	245	\$7,181,526	408	\$5,580,146	28	\$2,187,593	..	..
Quebec	861	9,611,211	15,678,600	171	6,839,561	638	7,991,189	55	844,550	..	..
British Columbia	124	2,285,300	2,567,999	35	1,586,568	44	890,206	12	91,225	..	..
Nova Scotia	57	57,700	94,818	15	17,823	60	79,605	..	..	..	..
Newfoundland	24	34,225	50,709	4	1,499,000	20	4,169	..	..	..	..
Manitoba	186	2,044,401	2,491,814	32	274,154	142	2,026,510	12	81,220	..	..
New Brunswick	63	415,018	584,053	3	144,650	55	409,593	5	29,810	..	..
Prince Edward Island	3	13,500	18,500	..	..	3	18,500	..	..	..	..
Alberta	66	380,483	492,882	15	120,222	47	356,780	4	16,900	..	..
Saskatchewan	110	364,400	815,982	7	6,950	98	763,007	5	45,025	..	..
Total, 1926	2,196	\$25,668,500	\$27,082,882	527	\$16,465,754	1,548	\$17,320,605	121	\$3,296,223	..	..
" 1925	2,371	\$32,651,834	\$45,767,825	563	\$24,046,514	1,693	\$19,514,049	115	\$2,207,262	..	..
" 1924	2,474	47,957,427	64,539,975	625	26,512,658	1,720	21,324,089	129	6,664,228	1	\$100,000
" 1923	3,247	46,833,195	65,810,382	792	31,791,332	2,319	31,339,763	136	2,679,287	1	18,500,000
" 1922	3,695	63,097,789	78,063,999	537	39,050,791	2,717	32,004,203	121	5,983,965	4	222,000
" 1921	2,451	57,158,397	73,298,111	553	33,976,760	1,739	29,886,569	153	9,425,752	1	45,233
" 1920	1,878	18,939,110	20,700,301	233	11,101,110	1,151	11,101,110	57	2,918,800	..	..
" 1919	755	10,741,411	16,236,359	213	10,224,477	494	4,122,228	48	1,111,144	..	..
" 1918	873	11,253,341	14,502,477	232	8,248,807	500	5,142,291	1	1,111,273	..	..
" 1917	1,097	13,051,900	18,241,165	261	7,455,094	777	9,417,229	9	2,369,132	..	..
" 1916	1,485	19,670,542	25,089,534	363	8,796,646	1,237	12,200,368	85	3,982,520	..	..
" 1915	1,661	29,526,358	41,162,321	655	13,877,414	1,888	21,696,890	118	5,554,017	1	150,000

UNITED STATES EXPORTS IN 1926

Apart from Europe, Every Continent of the World Bought More Merchandise

IN 1926, the exports of the United States were around \$4,800,000,000, which represented a volume of merchandise quantitatively larger than that of any year in the country's history, with the possible exception of 1919. Apart from Europe, every continent took more goods in 1926 than was the case the year before. Sales to Europe fell off more than \$300,000,000, while those to the rest of the world increased about \$200,000,000. The explanation lies, of course, in the fact that Europe buys from the United States chiefly food-stuffs and raw materials, while to the other continents are sent mainly manufactured commodities.

Highly gratifying is the increase of approximately 20 per cent. in exports to Asia. For various reasons sales to China and Japan, the largest Asiatic markets, had been stationary or declining for several years preceding, but exports to both these countries showed satisfactory gains in 1926, while those to India, British Malaya and the Dutch East Indies, where buying power has been greatly enhanced by the high price of rubber, increased very heavily. The conspicuous gain which has appeared during recent years in sales to Oceania and Africa continued in 1926. The principal markets—Australia, New Zealand and British South Africa—are English-speaking countries with standards of living very similar to our own, and American manufacturers find there great and ever greater popularity.

"Exports to South America in 1926 reached more than \$450,000,000, the largest figure ever reported except in 1920, and, in view of price inflations in that year, the greatest from the standpoint of quantity in our history."

"The year 1926 witnessed a continuance of that rapid expansion in the country's exports of manufactured goods so conspicuous for many years past, and particularly since the World War," stated Dr. Julius Klein, director of the United States Bureau of Foreign and Domestic Commerce, in his annual survey of the country's export trade.

"Besides, the prospects for further growth in this direction seem highly favorable. In the case of international commerce in foodstuffs and raw materials, especially agricultural products, variations in our production and that of consumer countries, are bound to occur because of climatic and other uncontrollable factors, and forecasts are scarcely possible."

Review of Canadian Trade

DISPATCHES to DUN'S REVIEW from branch offices of R. G. DUN & Co. in the principal cities indicate that it is too early in the year to look for much change in Canadian business conditions, but salesmen are returning to their respective territories, and it is generally expected that their efforts will result soon in the receipt of liberal orders for Spring and Summer requirements. Visiting buyers are arriving in increasing numbers at the leading wholesale centers, and the interest they are displaying in offerings for the coming season is construed as an encouraging augury for the future.

Business in most lines was rather quiet at Montreal because of the Epiphany holiday, but a fair number of buyers from out-of-town points are in the market and prospects for a prompt return to activity are favorably regarded. Good snow roads through the district are favoring lumbering operations.

Weather conditions at Quebec were favorable for tourist traffic, which has been heavy, but the holiday on Thursday slowed up retail trade. Industrial conditions are satisfactory for this period. Advices from the territories tributary to this market are encouraging, in the main, and Spring trade is expected to develop in normal volume.

Post-holiday sales by the leading retailers at Toronto are meeting with fair results, and some stores are preparing to offer their Spring lines. Most wholesalers carried over small stocks, and while they still report rather quiet conditions, they are encouraged by the arrival of an increasing number of buyers. Mining development here made wonderful progress during the year.

REMINGTON
Typewriter Line

*Wins
Grand
Prize!*

THE International Jury of the Sesqui-Centennial Exposition at Philadelphia has awarded the Remington Typewriter Company the Grand Prize, its highest award, for their typewriters and bookkeeping machines, adapted to all purposes, and particularly commends as a notable advance in typewriters the Remington-Noiseless, Model 6.

It was also at Philadelphia, at the Centennial of 1876, that the first practical typewriter—the Model 1 Remington—was shown to the world.

Remington has kept the pace!

A MACHINE FOR EVERY PURPOSE



Remington Typewriter Company
374 BROADWAY NEW YORK

Branches Everywhere
Remington Typewriter Company of Canada, Ltd.
68 King Street, West, Toronto

COMMERCIAL FAILURES 1926

STATES	TOTAL 1926			1925			Classified Failures 1926						Banking Failures	
	No.	Assets	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities	No.	Liabilities	
New England														
Maine	215	\$1,132,619	\$2,511,363	225	\$2,729,106	49	\$851,932	155	\$1,611,564	11	\$47,866	...	...
N. Hampshire	86	268,917	885,712	53	719,611	24	239,661	61	638,751	1	7,200	...	...
Vermont	43	641,543	1,093,804	44	464,086	12	945,672	29	140,632	2	7,500	...	...
Mass.	1,368	10,802,191	29,771,393	1,256	35,110,773	504	10,985,515	751	11,026,917	113	7,785,938	...	...
Connecticut	494	4,862,363	10,161,399	500	6,314,290	153	6,113,377	322	3,551,694	19	486,325	...	...
Rhode Island	190	1,224,044	2,379,679	191	1,786,572	61	2,073,715	122	1,128,719	7	177,245	...	...
1926	2,396	\$18,941,577	\$47,803,327	2,272	\$47,125,038	803	\$21,182,873	1,440	\$18,008,277	153	\$8,522,177	...	...
1925	2,272	13,883,805	47,125,038	...	...	765	17,316,805	1,391	19,497,865	116	10,510,431	3	\$1,395,704
Middle Atlan.														
New York	3,245	\$35,426,866	\$67,753,732	3,206	\$89,949,993	893	\$24,012,867	2,179	\$31,280,342	173	\$12,451,523	...	...
New Jersey	742	8,506,185	20,832,228	653	15,206,361	271	9,449,593	424	7,832,058	47	3,550,571	...	...
Pennsylvania	1,161	17,326,694	32,081,981	1,150	27,531,073	279	15,444,219	816	16,318,865	66	2,218,898	3	\$925,000	
1926	5,148	\$61,259,745	\$122,567,941	5,020	\$132,687,727	1,443	\$48,006,678	3,419	\$55,440,265	286	\$18,220,998	3	\$925,000	
1925	5,020	69,946,373	132,687,727	...	...	1,338	40,124,762	3,383	54,790,706	249	28,770,258	8	12,106,228
So. Atlantic														
Maryland	277	\$2,298,589	\$7,983,934	287	\$7,600,227	74	\$4,099,498	183	\$3,031,976	29	\$852,460	...	...
Delaware	10	217,774	174,015	44	1,586,414	50	201,815	124	248,600	2	23,000	...	...
Dist. Columbia	112	85,921	1,960,437	52	3,381,149	30	656,865	71	1,252,640	5	40,832	...	...
Virginia	309	1,611,544	4,172,824	341	5,078,231	11	1,421,761	259	3,344,166	9	8912,100	...	...
W. Virginia	336	3,704,095	5,371,267	313	9,130,207	46	2,163,576	268	2,880,333	22	222,927	5	2,206,100	
No. Carolina	286	4,432,396	6,951,795	317	7,073,436	35	2,038,506	247	2,828,519	4	2,200,500	...	...
So. Carolina	169	2,261,029	3,141,181	203	5,753,943	15	1,424,522	152	2,639,259	27	2,400,111	11	2,200,500	
Georgia	201	3,545,974	7,513,128	421	9,111,645	46	2,309,317	242	3,614,297	13	828,514	88	21,093,510	
Florida	189	2,372,292	6,884,507	98	1,561,146	35	1,243,620	136	1,893,076	18	3,747,811	43	44,617,261	
1926	1,998	\$21,265,675	\$44,279,638	2,083	\$48,262,236	333	\$14,448,051	1,570	\$23,553,187	95	\$6,278,420	150	\$71,059,471	
1925	2,083	31,266,366	48,262,236	...	...	337	17,569,105	1,692	29,290,761	54	1,402,367	74	14,522,924
So. Central														
Kentucky	275	\$2,612,169	\$4,789,497	260	\$4,977,293	45	\$2,190,195	220	\$2,442,387	10	\$156,915	5	\$1,087,800	
Tennessee	214	1,677,458	3,154,582	245	4,020,888	36	1,054,172	170	1,967,075	8	123,335	5	1,165,760	
Alabama	230	1,267,560	3,212,234	223	3,041,698	31	1,529,665	197	1,671,069	2	71,000	...	...
Mississippi	134	1,014,240	1,916,412	175	4,029,501	7	157,183	125	1,783,945	5	53,000	4	1,489,850	
Arkansas	247	4,085,444	7,132,428	252	4,691,501	20	4,085,445	218	4,085,445	14	162,629	14	4,390,918	
Oklahoma	106	1,994,500	4,297,268	446	5,443,331	34	800,585	307	3,411,166	5	25,650	14	930,175	
Louisiana	117	944,905	3,835,181	143	2,005,018	9	813,598	107	2,976,413	1	45,200	...	...
Texas	727	4,413,585	10,118,104	563	7,559,297	65	862,038	653	8,740,432	9	515,634	21	4,678,930	
1926	2,350	\$18,788,166	\$39,486,286	2,286	\$36,970,937	247	\$7,875,618	2,052	\$29,494,505	51	\$1,116,163	63	\$22,604,933	
1925	2,286	21,986,214	36,970,937	...	...	249	8,726,736	1,985	26,695,081	52	1,546,120	61	21,124,345
Central East														
Ohio	1,229	\$13,455,134	\$25,266,917	1,192	\$26,687,780	352	\$12,302,969	823	\$10,547,838	54	\$2,416,190	2	\$1,000,000	
Indiana	564	6,226,689	11,087,412	516	20,238,608	153	5,453,951	378	4,602,074	33	1,031,414	4	1,000,000	
Illinois	1,328	15,769,704	27,974,132	1,433	31,742,521	351	10,701,130	938	12,860,151	59	4,404,062	5	3,650,000	
Michigan	643	12,718,620	18,770,373	558	8,976,451	177	11,227,055	436	5,266,830	39	2,256,458	3	395,000	
Wisconsin	503	5,076,904	7,805,398	518	11,063,495	170	4,578,250	298	2,687,426	33	539,632	5	1,525,800	
1926	4,267	\$53,277,051	\$90,904,433	4,247	\$98,710,855	1,183	\$44,263,388	2,873	\$15,993,319	211	\$10,647,726	19	\$8,571,400	
1925	4,247	64,227,203	98,710,855	...	...	1,090	44,739,752	2,922	43,098,038	235	10,873,085	11	2,327,324
Central West														
Minnesota	788	\$2,960,145	\$7,547,022	680	\$8,052,350	227	\$9,259,885	493	\$3,915,157	68	\$371,980	66	\$21,044,650	
Iowa	329	2,545,769	4,939,819	327	4,206,719	56	584,255	262	4,278,143	11	57,421	84	35,405,190	
Missouri	16	3,279,651	6,831,183	620	11,388,266	143	2,141,127	440	4,108,550	33	581,516	36	9,988,210	
No. Dakota	60	670,592	944,126	55	658,091	3	9,800,560	56	932,426	1	1,900	32	6,455,756	
So. Dakota	61	452,874	956,857	55	822,588	6	208,617	54	626,210	2	24,000	86	23,059,244	
Nebraska	169	711,406	2,162,257	193	2,083,006	31	525,117	126	1,469,979	12	167,161	5	950,000	
Kansas	181	988,406	2,135,668	192	2,023,459	19	686,153	155	1,316,693	10	132,537	53	5,115,725	
1926	2,208	\$11,008,843	\$25,465,942	2,062	\$30,434,488	455	\$7,414,984	1,586	\$16,684,443	137	\$1,366,515	342	102,348,775	
1925	2,062	19,354,537	30,434,488	...	...	357	6,884,475	1,572	22,145,605	103	1,404,408	239	70,022,287
Western														
Montana	173	\$563,258	\$1,231,019	164	\$3,320,564	21	\$219,555	134	\$99,976	18	\$51,488	6	\$535,000	
Idaho	93	251,817	828,075	76	812,194	15	163,092	73	650,383	5	14,600	3	760,000	
Wyoming	53	256,958	548,418	58	710,764	5	27,100	47	489,918	2	31,100	1	15,000	
Colorado	234	1,630,463	3,275,233	212	2,851,188	32	638,510	194	2,517,788	8	118,925	8	1,292,420	
N. Mexico	30	240,639	450,358	48	1,385,652	1	123,300	29	327,056	1	1,000	1	150,000	
Arizona	26	229,800	362,283	14	599,451	2	2,500	23	356,283	1	3,500	1	175,000	
Utah	155	652,210	1,700,282	140	1,128,416	23	745,939	129	944,243	3	10,100	1	321,000	
Nevada	11	45,400	87,056	15	58,125	6	6,700	7	49,656	1	30,700	...	...
1926	777	\$4,080,545	\$8,452,722	727	\$10,886,355	102	\$1,926,996	636	\$6,295,303	39	\$260,423	21	\$3,235,420	
1925	727	7,865,540	10,886,355	...	...	110	1,848,552	590	6,359,685	27	2,618,148	85	34,685,631
Pacific														
Washington	483	\$2,399,100	\$5,855,179	514	\$13,879,014	132	\$2,180,421	231	\$2,818,355	20	\$856,242	1	\$200,000	
Oregon	505	\$3,080,074	6,119,851	449	8,298,260	138	3,081,100	271	2,048,576	36	\$89,866	6	1,492,000	
California	1,641	7,664,709	19,287,099	1,554	16,488,762	469	6,761,898	1,090	10,907,443	82	2,197,758	3	1,635,000	
1926	2,629	\$19,143,883	\$31,241,969	2,517	\$38,666,636	799	\$12,023,428	1,692	\$15,774,674	138	\$8,413,967	10	\$3,227,000	
1925	2,517	19,507,529	38,666,636	...	...	764	20,972,895	1,626	14,457,695	127	2,206,016	10	2,527,045
UNITED STATES	1926	21,773	\$202,345,485	\$409,232,278	21,214	\$443,744,272	5,295	\$158,042,016	15,268	\$201,333,973	1,110	\$19,856,289	608	212,074,909
1925	21,214	248,066,570	443,744,272	...	...	5,090	167,683,839	15,161	215,268,570	963	60,690,863	464	161,698,516

Record of Week's Failures

THE failure statement for the first week of the new year shows improvement. With 494 defaults reported for five business days, there is a decrease of 5.4 per cent. from the 522 insolvencies for a similar period of 1926. Except in the South, where there is an increase of 22 failures, the number is less for each geographical section, there being a reduction of 22 defaults in the East, 26 in the West and 2 on the Pacific Coast. Moreover, fewer insolvencies for \$5,000 or more in each case occurred this week than a year ago, the number being 284, against 310. The ratio of such failures to the total number is 57.5 per cent. this week, which is below the 59.4 per cent. for the similar defaults in the corresponding period of 1925.

The record of Canadian insolvencies also shows improvement this week, 37 failures being reported. This is considerably less than the 51 defaults in Canada a year ago, the decrease exceeding 27 per cent.

Section	Five Days Jan. 6, 1927		Five Days Dec. 30, 1926		Week Dec. 23, 1926		Five Days Jan. 7, 1926	
Over \$5,000	Total							

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FAILURES BY BRANCHES OF BUSINESS—FIVE YEARS

MANUFACTURERS	NUMBER					LIABILITIES				
	1926	1925	1924	1923	1922	1926	1925	1924	1923	1922
Iron, Foundries and Nails.....	80	55	60	79	82	\$5,895,850	\$2,208,514	\$7,863,813	\$7,445,738	\$8,265,066
Machinery and Tools.....	312	412	471	495	549	16,949,437	18,319,309	50,322,744	50,623,510	50,083,639
Woolens, Carpets & Knit Goods.....	48	70	63	42	51	3,193,581	4,865,828	3,170,789	2,036,042	1,930,455
Cottons, Lace and Hosiery.....	21	10	16	49	41	5,145,130	7,84,308	2,188,684	12,014,739	17,338,742
Lumber, Carpenters & Coopers.....	614	466	378	453	400	2,214,324	20,833,758	11,057,462	15,285,47	17,606,815
Clothing and Millinery.....	585	624	673	645	997	11,430,147	10,911,257	1,068,628	1,651,363	3,836,595
Hats, Gloves and Furs.....	121	85	142	161	219	2,174,558	3,410,512	42,119,313	7,462,930	4,767,825
Chemicals and Drugs.....	61	78	78	72	96	536,998	309,300	331,000	776,518	688,255
Paints and Oils.....	17	23	16	13	21	3,490,448	3,910,495	3,621,178	15,651,959	3,343,106
Printing and Engraving.....	230	198	191	165	111	5,031,439	4,529,375	5,510,279	5,693,855	9,546,021
Milling and Bakers.....	500	518	449	485	518	4,025,546	5,020,555	4,390,296	6,979,675	4,442,323
Leather, Shoes and Harness.....	133	163	200	205	241	3,912,000	4,335,699	3,624,240	5,006,602	3,676,047
Liquors and Tobacco.....	89	89	108	110	140	2,118,880	4,839,920	5,524,604	4,175,778	3,773,446
Glass, Earthenware and Brick.....	53	65	92	73	93	68,374,975	81,582,082	121,984,363	130,863,222	78,639,292
All Other.....	2,459	2,232	2,271	1,921	2,063					
Total Manufacturing.....	5,395	5,090	5,208	4,968	5,682	\$158,042,016	\$167,684,839	\$286,770,260	\$281,316,205	\$214,925,388
TRADERS										
General Stores.....	1,217	1,305	1,452	1,512	2,263	\$17,396,419	\$20,007,586	\$16,927,255	\$24,119,655	\$42,634,203
Groceries, Meat and Fish.....	3,633	3,355	3,067	2,882	3,518	29,626,914	29,756,843	26,783,067	25,985,596	37,907,194
Hotels and Restaurants.....	928	1,072	843	739	741	13,869,246	12,494,224	10,510,282	12,473,029	9,236,429
Liquors and Tobacco.....	277	328	320	304	346	2,472,792	2,883,943	2,348,269	2,841,432	3,261,780
Clothing and Furnishings.....	2,058	2,118	2,072	1,561	2,043	24,708,183	33,151,013	24,204,803	28,513,160	31,891,240
Dry Goods and Carpets.....	1,021	1,035	959	874	1,382	19,405,331	21,615,022	27,032,155	17,806,063	27,029,779
Shoes, Rubbers and Trunks.....	597	732	731	667	797	6,452,607	8,221,067	9,164,687	9,463,588	10,538,546
Furniture and Crockery.....	606	631	559	384	530	11,774,322	10,743,808	8,295,329	12,518,482	8,165,444
Hardware, Stoves and Tools.....	430	413	379	412	484	7,250,709	8,437,845	6,500,000	9,591,446	10,503,098
Chemicals and Drugs.....	632	495	528	490	528	3,630,995	5,167,148	5,1,690	7,232,285	5,775,105
Paints and Oils.....	83	72	57	69	75	2,559,247	2,924,542	3,448,501	635,620	1,185,666
Jewelry and Clocks.....	406	416	355	294	415	7,108,102	5,357,103	5,858,793	4,706,046	7,636,434
Books and Papers.....	121	144	98	116	109	2,421,569	1,418,433	1,041,919	1,223,242	857,187
Hats, Furs and Gloves.....	91	114	114	88	114	1,020,638	1,710,921	1,850,415	1,642,010	2,032,053
All Other.....	3,168	2,984	2,861	2,674	3,578	50,413,710	50,564,682	51,703,787	51,166,365	70,591,879
Total Trading.....	15,268	15,161	14,393	13,064	16,023	\$201,333,973	\$215,368,570	\$203,190,115	\$209,930,272	\$271,388,107
Agents, Brokers, etc.....	1,110	963	1,014	686	1,071	49,856,289	60,690,863	53,265,074	48,140,829	137,582,756
Total Commercial.....	21,773	21,214	20,615	18,718	23,676	\$409,232,278	\$443,744,272	\$543,225,419	\$539,386,806	\$623,896,251

THE YEAR'S INSOLVENCY RECORD

(Continued from page 8)

crease of 112 in the number of commercial failures. Such defaults last year numbered 2,629, compared with 2,517 in 1925, the increase for the section being due to larger totals in Oregon and California. The record for Washington is favorable, both as regards number of insolvencies and liabilities, the latter decreasing \$8,000,000 and accounting for all of the reduction for this group as a whole, as a contraction in the indebtedness for Oregon was offset by an increase in California.

Below are given the defaulted liabilities per firm in business, by quarters, for a series of years:

First.	Second.	Third.	Fourth.	Year.
1926.....	\$50,25	\$47,00	\$40,68	\$189,59
1925.....	60,85	52,53	48,48	48,31
1924.....	90,30	58,42	61,67	54,95
1923.....	69,70	61,11	49,80	91,38
1922.....	109,93	78,52	59,10	67,06
1921.....	93,60	67,54	62,66	95,68
1920.....	16,31	31,32	43,83	70,52
1919.....	20,92	11,82	14,29	66,31
1918.....	29,14	22,26	20,59	23,45
1917.....	30,18	24,47	27,25	23,86
1916.....	36,01	29,13	25,38	24,38
1915.....	63,12	49,50	51,58	36,82
1914.....	50,27	61,54	52,44	51,94
1913.....	47,53	34,69	39,49	46,97
1912.....	40,28	28,77	29,11	31,69
1911.....	39,12	28,88	23,06	34,22
1910.....	48,23	25,85	27,84	31,24
1909.....	29,91	29,66	19,57	24,87
1908.....	52,30	33,62	38,20	29,46
1907.....	22,62	26,44	32,77	57,37
1906.....	24,86	20,93	15,93	24,80
1905.....	24,69	19,32	15,26	19,48
1904.....	37,49	24,11	25,09	24,61
1903.....	27,39	25,51	27,49	41,94
1902.....	27,64	21,47	20,17	25,57
1901.....	26,74	20,33	20,60	26,66

The latest statistics—those for December—show a seasonal increase in number of failures, the total being 2,069. This is the largest number for any month since last January, and is considerably above the 1,878 defaults of December, 1925. The liabilities also increased last month, being \$45,619,578, and exceeding the amounts for all months back to January, 1925. Comparing with the \$36,528,160 of December, 1925, there is an increase of nearly 25 per cent. When the December returns are examined according to branches of business it is seen that six of the fifteen manufacturing classifications show fewer insolvencies than for the corresponding period of 1925, while in two—woolens, carpets and knit goods, and cottons, lace and hosiery—no change appears. No failures were reported for paints and oils for December, last year; the other groups in which decreases are shown are clothing and millinery, hats, gloves and furs,

chemicals and drugs, printing and engraving, and milling and bakers. Only three of the fifteen separate trading classifications show reductions in number of defaults from those for December, 1925, these being clothing and furnishings, hardware, stoves and tools, and paints and oils.

FAILURES BY BRANCHES OF BUSINESS—DECEMBER, 1926

MANUFACTURERS	Number				Liabilities			
	1926	1925	1924	1923	1926	1925	1924	1923
Iron, Foundries and Nails.....	10	6	5	\$481,100	\$201,700			
Machinery and Tools.....	33	32	41	2,249,236	1,937,586			
Woolens, Carpets & Knit Goods.....	3	3	7	245,000	110,627			
Cottons, Lace and Hosiery.....	1	1	1	800,000	53,338			
Lumber, Carpenters & Coopers.....	60	55	28	2,490,730	1,414,718			
Clothing and Millinery.....	51	69	62	925,637	1,187,254			
Hats, Gloves and Furs.....	11	18	18	247,826	291,193			
Chemicals and Drugs.....	5	9	10	61,615	52,096			
Paints and Oils.....	6	3	1	11,000	70,000			
Printing and Engraving.....	13	16	16	106,121	116,000			
Milling and Bakers.....	38	42	55	275,275	424,850			
Leather, Shoes and Harness.....	14	13	10	40,748	35,100			
Liquors and Tobacco.....	11	7	11	29,365	39,050			
Glass, Earthenware and Brick.....	5	12	22	21,120	11,120			
All Other.....	241	216	104	7,954,150	5,411,264			
Total Manufacturing.....	494	490	475	\$18,758,491	\$12,921,276			
TRADERS								
General Stores.....	130	104	145	\$1,751,794	\$1,531,912			
Groceries, Meat and Fish.....	329	281	221	3,267,867	2,448,139			
Hotels and Restaurants.....	109	105	66	1,155,627	2,478,627			
Liquors and Tobacco.....	29	19	36	161,700	222,103			
Clothing and Furnishings.....	215	241	265	4,073,400	4,246,842			
Dry Goods and Carpets.....	103	74	109	2,002,217	1,072,508			
Furniture, Rubbers and Trunks.....	52	50	76	596,200	519,434			
Furniture and Crockery.....	79	59	54	1,178,800	1,328,008			
Hardware, Stoves and Tools.....	26	31	28	357,200	324,008			
Paints and Oils.....	63	45	55	721,527	474,114			
Prints and Oils.....	11	15	10	157,900	113,937			
Jewelry and Clocks.....	29	26	37	814,200	478,365			
Books and Papers.....	11	10	9	217,100	233,191			
Hats, Furs and Gloves.....	14	12	14	103,600	113,537			
All Other.....	269	233	236	3,760,452	3,661,771			
Total Trading.....	1,469	1,307	1,461	\$20,578,054	\$20,635,051			
Other Commercial.....	106	81	101	8,282,133	2,961,833			
Total United States.....	2,069	1,878	2,040	\$45,619,578	\$26,528,116			

The record of large failures for last year is unfavorable as regards number of such defaults, but favorable in point of liabilities. Insolvencies with an indebtedness of \$100,000 or more in each case numbered 610, against 591 in 1925, but the liabilities of \$171,617,704 compare with \$208,289,053 in the earlier year. It thus appears that the number of large failures increased about 2 per cent., while the amount involved fell off about 19 per cent. Not in any year since 1919, in fact, has the indebtedness of the large defaults been as low as that for 1926. As usual, most of the insolvencies of unusual size occurred among manufacturers, such failures numbering 321, with liabilities of \$84,195,987. These totals compare with 282 similar defaults in 1925 for \$97,786,959; there were 221 large trading insolvencies last year for \$52,441,209, against 234 for \$61,178,322 in 1925. This left 68 large failures for \$34,980,508 among agents, brokers, etc., which is an improvement, both as to number

and indebtedness, over the 75 similar defaults in 1925 for \$49,323,772.

The large and small failures in the United States are compared below for twenty-five years:

MANUFACTURING

	Total		\$100,000		Under		1926.	Number	Liabilities
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.			
1926..	5,375	\$158,042,016	321	\$84,195,957	5,074	\$73,846,029	\$14,554		
1925..	5,090	167,684,829	282	97,786,959	4,808	69,897,880	14,538		
1924..	5,208	286,770,260	353	205,766,703	4,855	81,003,557	16,685		
1923..	4,968	281,316,205	383	814,929,796	4,585	66,356,409	14,479		
1922..	5,682	214,925,388	369	132,790,993	5,313	82,124,395	15,459		
1921..	4,495	222,907,185	410	182,495,458	4,085	70,411,727	17,287		
1920..	2,635	127,992,471	230	89,932,982	2,405	38,058,459	15,825		
1919..	1,865	51,614,216	100	29,644,087	1,765	21,970,120	12,448		
1918..	2,766	73,381,694	122	44,171,393	2,634	29,210,301	11,089		
1917..	3,691	79,543,507	147	43,425,232	3,544	36,108,375	10,189		
1916..	4,196	72,999,580	126	29,257,548	4,080	43,742,032	10,721		
1915..	5,116	112,026,484	163	58,700,523	4,953	52,325,951	10,769		
1914..	4,620	135,626,279	216	92,548,237	4,404	42,084,992	9,557		
1913..	4,242	123,122,528	213	74,134,110	4,030	48,988,418	12,156		
1912..	3,839	86,719,832	146	41,854,150	3,693	44,865,682	12,149		
1911..	5,502	87,371,623	181	48,099,925	3,221	39,271,688	11,825		
1910..	8,280	88,916,885	158	57,557,168	3,122	27,359,717	8,763		
1909..	8,030	64,716,548	142	35,720,686	2,888	28,985,882	10,037		
1908..	8,827	96,829,015	159	54,552,551	3,668	42,276,464	11,526		
1907..	2,273	106,640,444	188	76,049,833	2,725	30,551,061	11,225		
1906..	2,490	45,675,362	81	21,445,983	2,409	24,229,399	10,057		
1905..	2,726	44,262,629	93	20,520,671	2,633	25,731,958	9,013		
1904..	2,848	52,599,473	102	24,850,743	2,746	28,099,730	10,233		
1903..	3,039	70,593,144	156	41,067,702	2,883	29,530,442	10,248		
1902..	2,749	47,188,889	81	18,789,416	2,668	28,396,473	10,644		

TRADING

	National		State & Priv.		Trust Cos.		Savings	
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.
1926..	74	\$29,205,618	470	\$13,625,187	19	\$17,554,094	45	\$11,660,100
1925..	103	64,209,601	323	77,182,582	10	8,072,308	28	15,233,935
1924..	121	69,656,772	432	99,896,291	19	20,048,017	41	13,325,126
1923..	77	36,568,934	471	154,239,180	11	3,926,762	19	8,994,262
1922..	35	16,453,929	227	57,117,895	2	550,000	13	3,613,739
1921..	47	28,401,550	327	114,975,024	15	25,371,924	15	4,279,278
1920..	10	3,350,000	98	17,684,900	4	15,826,000	7	3,847,409
1919..	4	1,850,000	37	12,234,862	3	1,260,000	6	1,126,000
1918..	..	..	16	4,790,000	1	150,000	3	191,884
1917..	..	..	3,700,000	36	14,556,964	2	185,000	..
1916..	..	..	1,775,000	37	6,112,779	4	1,729,000	1
1915..	..	..	13,612,000	105	7,670,151	4	2,231,373	6
1914..	..	..	9,606,098	173	37,812,875	10	5,500,000	10
1913..	..	..	5,197,536	88	16,128,253	10	3,044,501	15
1912..	..	..	4,831,000	61	9,508,568	4	335,440	6

ALL COMMERCIAL

	Total		\$100,000		Under		1926.	Number	Liabilities
	No.	Liabilities.	No.	Liabilities.	No.	Liabilities.			
1926..	21,773	\$40,232,278	610	\$171,617,704	21,163	\$237,614,574	\$11,228		
1925..	21,214	443,744,272	691	208,289,053	20,623	235,155,219	11,417		
1924..	20,615	542,225,449	650	300,344,833	19,565	242,581,066	12,165		
1923..	18,718	535,386,806	743	211,137,661	17,975	218,249,145	12,142		
1922..	23,676	623,896,251	868	323,842,826	22,508	300,063,425	13,156		
1921..	19,652	627,401,888	878	375,126,156	18,774	252,275,730	13,433		
1920..	8,881	265,121,805	453	191,803,042	8,428	103,313,763	12,254		
1919..	6,451	113,291,237	191	55,988,543	6,280	57,304,694	9,154		
1918..	9,982	163,019,970	230	81,562,965	9,752	81,457,014	8,353		
1917..	13,855	182,441,371	250	81,861,018	13,605	100,580,353	7,398		
1916..	16,998	196,212,256	216	66,507,589	16,777	129,704,667	7,732		
1915..	22,158	302,286,148	331	122,739,907	21,825	179,546,241	8,227		
1914..	18,280	357,908,859	409	210,715,947	17,871	147,192,912	8,236		
1913..	16,087	272,672,288	379	136,903,915	15,651	135,768,373	8,671		
1912..	15,452	203,117,991	276	75,578,083	15,176	126,539,305	8,338		
1911..	13,441	191,061,665	295	80,622,611	13,146	110,439,054	8,401		
1910..	12,652	201,757,097	260	103,275,788	12,392	98,481,809	9,749		
1909..	12,924	154,603,465	246	66,189,848	12,675	88,414,117	9,690		
1908..	16,690	221,315,684	293	103,324,756	15,897	118,990,930	7,728		
1907..	11,725	197,385,225	293	116,665,104	11,432	80,720,117	7,061		
1906..	10,682	119,201,515	151	49,937,871	10,531	69,263,644	6,577		
1905..	11,520	102,676,172	154	21,078,510	11,366	71,588,662	6,298		
1904..	12,199	142,208,211	215	61,752,234	11,984	82,449,977	6,880		
1903..	12,069	145,444,185	250	74,559,323	11,819	80,884,862	6,844		
1902..	11,613	117,476,769	157	36,973,783	11,458	80,502,986	7,026		

Banking Suspensions

UNLIKE the record of commercial failures, the statistics of banking suspensions in the United States for the year 1926 show sharp increases in both number and liabilities. Totaling 608, the banking suspensions compare with 464 in 1925, an increase of more than 30 per cent., and last year's indebtedness, at \$212,074,999, is nearly 29 per cent. above the \$164,698,510 reported for 1925.

Geographical analysis of the returns show that more than 80 per cent. of the banking suspensions in 1926 occurred in the South Atlantic States and in the Central West, the number for the latter section being 342, and for the South Atlantic group 150. The largest numerical increase—more than 100 per cent.—is in the South Atlantic States, and the liabilities for that section are nearly four times those for the year 1925. The record for Georgia and Florida is particu-

larly adverse. In the Central West the number of banking suspensions increased about 43 per cent., while the indebtedness rose more than 45 per cent. On the other hand, favorable comparisons are made by New England, the Middle Atlantic States, the South Central group and the Western States, notably the latter section. On the Pacific Coast no change in number of banking suspensions is noted, but the liabilities were moderately larger last year.

1926.	Number	1924.	Number	Liabilities
	3	1		
New England	3	8	6	\$925,000
Middle Atlantic	150	74	58	71,059,420
South Atlantic	63	61	94	22,604,933
South Central	19	11	17	8,571,400
Central West	342	239	304	102,348,775
Western	21	58	116	3,238,420
Pacific	10	10	17	3,327,000
United States	608	464	613	\$212,074,999
1925.	464	..	..	164,698,510

In the following table banking suspensions are separated into four different classifications:

National	State & Priv.	Trust Cos.	Savings		
No.	No.	No.	No.		
1926..	74	29,205,618	470	\$13,625,187	
1925..	103	64,209,601	323	32,123,985	
1924..	121	69,656,772	432	99,896,291	
1923..	77	36,568,934	471	154,239,180	
1922..	35	16,453,929	227	57,117,895	
1921..	47	28,401,550	327	114,975,024	
1920..	10	3,350,000	98	17,684,900	
1919..	4	1,850,000	37	12,234,862	
1918..	..	..	16	4,790,000
1917..	3,700,000	36	14,556,964
1916..	1,775,000	37	6,112,779
1915..	13,612,000	105	7,670,151
1914..	9,606,098	173	37,812,875
1913..	5,197,536	88	16,128,253
1912..	4,831,000	61	9,508,568

The Copper and Brass Research Association estimates that new building and repairs in the United States will involve the expenditure of fully \$9,000,000,000 during 1927.

The Department of Commerce reports that exports of grain from the United States last week amounted to 4,976,000 bushels against 5,361,000 bushels the week before.

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Write for our rates and list of satisfied customers

The Stock Market

(Continued from page 6)

buying of many other foreign bonds, particularly French Government and industrial issues, a long list of which established new high records. Domestic bonds also moved firmly, and several of the United States Treasury obligations sold at their highest prices since their issuance. Toward the close of the year the general average of bond prices stood at its highest level in thirteen years.

The Money Market

MONEY rates were easy throughout virtually all of 1926, and such flurries as occurred were usually due to special conditions, including periodical financing of the United States Treasury, accumulation of funds for the payment of income taxes, and disbursement of corporate interest and dividends, which exceeded all previous records. A fair gauge of the movements of money may be gained from the year's changes in the rediscount rate of the Federal Reserve Bank of New York. On January 7 the rate was advanced from $3\frac{1}{2}$ to 4 per cent., with call loan rates at that period on a 4 per cent. basis and time money lending, for the most part, at 4 per cent. The next change took place on April 23, when the rediscount rate was reduced from 4 to $3\frac{1}{2}$ per cent. This followed pronounced ease in the money market, with call loans at $3\frac{1}{2}$ per cent., the lowest since the previous September, and time funds at 4 and $4\frac{1}{4}$ per cent. Money was pouring into New York in large volume from the interior of the country, partly as the result of smaller commercial requirements and partly due to the accumulation of unusually large surpluses which sought an outlet here.

Call money, with few interruptions, continued on an easy basis during the balance of the Spring and early Summer, but on August 13, when the next change in the rediscount rate was made, from $3\frac{1}{2}$ to 4 per cent., call loans were quoted at $4\frac{1}{2}$ per cent., after several days of business at 5 per cent. The rediscount rate was left at 4 per cent. for the remainder of the year, though money rates worked up to slightly higher levels in the closing months, as is customary. Crop marketing demands made themselves felt in September, in addition to which there was a liberal volume of new security flotations, calling for quite large collateral loans, and stock market activities also were broadening. At the end of September call money went to 6 per cent., but it started October at $5\frac{1}{2}$ per cent. and finished that month on a $4\frac{1}{2}$ per cent. basis. In November the range was from $4\frac{1}{2}$ to $5\frac{1}{2}$ per cent., but the ruling rate was $4\frac{1}{2}$ per cent. In December the usual Christmas and year-end requirements were factors, and money ranged higher, with call loans at 5 and $5\frac{1}{2}$ per cent. and time funds at $4\frac{1}{2}$ and $4\frac{3}{4}$ per cent. In the closing weeks of the year commercial paper was on a stable basis at $4\frac{1}{2}$ to $4\frac{3}{4}$ per cent.

In the following table are given the call money rates on the New York Stock Exchange during 1926, by weeks:

Week Ending	High	Low	Week Ending	High	Low	Week Ending	High	Low
January 2..	6	6	May 1..	4 $\frac{1}{2}$	3	September 4..	5	4 $\frac{1}{2}$
" 9..	6	4	" 8..	4	3 $\frac{1}{2}$	" 11..	5	4 $\frac{1}{2}$
" 16..	4 $\frac{1}{2}$	4	" 15..	4	3 $\frac{1}{2}$	" 18..	5	4 $\frac{1}{2}$
" 23..	4 $\frac{1}{2}$	4	" 22..	4 $\frac{1}{2}$	3 $\frac{1}{2}$	" 25..	5 $\frac{1}{2}$	5
" 30..	5	4	" 29..	4 $\frac{1}{2}$	3 $\frac{1}{2}$			
February 6..	5 $\frac{1}{2}$	4	June 5..	5	3 $\frac{1}{2}$	October 2..	6	5
" 13..	5 $\frac{1}{2}$	4 $\frac{1}{2}$	" 12..	4	4	" 9..	5 $\frac{1}{2}$	4
" 20..	5	4 $\frac{1}{2}$	" 19..	4	3 $\frac{1}{2}$	" 16..	5 $\frac{1}{2}$	5
" 27..	5 $\frac{1}{2}$	5	" 26..	4 $\frac{1}{2}$	4	" 23..	5	4
March 6..	5 $\frac{1}{2}$	4 $\frac{1}{2}$	July 3..	5	4 $\frac{1}{2}$	" 30..	4 $\frac{1}{2}$	4 $\frac{1}{2}$
" 13..	4 $\frac{1}{2}$	4	" 10..	4 $\frac{1}{2}$	4 $\frac{1}{2}$	" 13..	4 $\frac{1}{2}$	4 $\frac{1}{2}$
" 20..	4 $\frac{1}{2}$	4 $\frac{1}{2}$	" 17..	4 $\frac{1}{2}$	4	" 20..	5	4 $\frac{1}{2}$
" 27..	5 $\frac{1}{2}$	4 $\frac{1}{2}$	" 24..	4 $\frac{1}{2}$	4	" 27..	5	4 $\frac{1}{2}$
April 3..	5 $\frac{1}{2}$	4	August 7..	5	4	" 31..	6	5 $\frac{1}{2}$
" 10..	4 $\frac{1}{2}$	4	" 14..	5	4 $\frac{1}{2}$	" 11..	5 $\frac{1}{2}$	4 $\frac{1}{2}$
" 17..	5 $\frac{1}{2}$	4	" 21..	4 $\frac{1}{2}$	4 $\frac{1}{2}$	" 18..	5	4 $\frac{1}{2}$
" 24..	4 $\frac{1}{2}$	3	" 28..	5	4 $\frac{1}{2}$	" 25..	6	5
Year, 1926..	6	3	Year, 1923..	6	3 $\frac{1}{2}$	Year, 1920..	25	5
" 1925..	6	2	" 1922..	6	2 $\frac{1}{2}$	" 1919..	30	2
" 1924..	6	2	" 1921..	9	3 $\frac{1}{2}$	" 1918..	6	2



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Rates for Rooms

Number of Rooms	Price per Day 1 Person	2 Persons	Fixed-Price Meals
162	\$2.50	\$4.00	Breakfast, 60c. and 75c.
73	3.00	4.50	Luncheon - - - 85c.
18	3.50	5.50	Dinner - - - \$1.25
247	4.00	6.00	Sunday Dinner, 1.50
189	4.50	7.00	<i>A la carte service at sensible prices</i>
142	5.00	7.50	
175	6.00	9.00	
20	7.00	10.00	
1026	Guest Rooms		

Hotel La Salle
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The Foreign Exchange Situation

A STRONG recovery in the French franc, which completely reversed its position between July and the end of the year, furnished the outstanding feature of the foreign exchange market in 1926. Early in the year the franc was subjected to heavy pressure. There were successive changes in the government, and, after repeated declines, the franc on July 20 sold at its lowest point in history—1.93¢ cents. After that, an improvement set in which continued throughout the remainder of the year. The budget was balanced, sharp reductions were made in circulation, large repayments were made to the Bank of France, and the bank's discount rate, which had been advanced earlier in the year from 6 to 7½ per cent., was lowered to 6½ per cent. The franc advanced rapidly and late in December was quoted fractionally above 4 cents, its highest point in more than a year.

The Italian lira, after some weakness early in the year, also developed a strong tone, principally as the result of a drastic deflation program. Sterling displayed a good tone most of the year, despite the heavy drain caused by the coal strike, which necessitated large imports of coal from the United States. On May 15 sterling, for the first time since December 19, 1914, went above par. In the Autumn the usual seasonal pressure made itself felt, and in October sterling touched the gold export point, but only momentarily. The Belgian franc was stabilized at 2.78, with the help of a \$100,000,000 international loan, and a new currency unit known as the belga was brought out. The belga is the equivalent of five francs, its par being 13.90 cents, and it was quoted slightly above par toward the close of the year.

Leather Trade Prospects Improved

THERE is considerable optimism as to leather trade prospects for the current year, but new business is still feeling the influence of the recent holiday period and inventory-taking, and resumption of trading of account is hardly expected before the middle of the month.

Prices on sole leather hold firm. Very little turn leather in the shape of bends has been selling in the metropolitan district for some time. Some out-of-town tanners have attempted to sell 8 to 9-iron bends in Brooklyn, but the principal buyers there say that they can buy in New York on a one-brand selection at 50¢. Conditions West and East have ruled as quiet as in and around New York, and fresh developments of interest are lacking. In general, sole leather looks to be in a healthier position than for any period since the post-war deflation of 1920. Excessive stocks of finished leather and supplies in process of tanning have been steadily reduced.

Pronounced strength continues to rule in all varieties of sole and belting offal. Early this week some fair-sized trading developed. As yet, the market in New York on oak bellies has not touched 30¢, although there are reports of this price having been paid in other markets.

Upper leather business has continued quiet, and is not expected to show improvement of account until later in January. Fancy light shades of kid and calf are in chief request with manufacturers of women's high-grade turn shoes, and are also popular in lower-priced goods. Some of the tanners putting out colors, such as pastel parchment, rose blush, greys, etc., in full grain kip sides are doing very well with them, and are realizing premiums of 3¢ to 4¢ per foot over prices for standard colors. Patent leather holds up fairly well, and is expected to show considerable improvement next month. In some local quarters sales of patent showed increase during December, but the market is rather easy and tanners let go on certain lots at concessions of 1¢, or so, to clean these out. Seasonal dullness has prevailed in side upper leathers.

Good Holiday Business in Shoes.—Many of the footwear plants were closed over the year-end for stock taking, and general trading still shows dullness. Large Brooklyn factories will be busy delivering orders for women's high-grade turns in light shades of kid and calf, and it is expected that these will be completed in February, unless additional orders come forward. Reports from the retail trade are that distributors, in general, experienced a good holiday business. Eastern advices state that demand has been quiet in both men's and women's lines, but that the Chicago style show is expected to result in renewed buying of Spring goods. There is considerable price competition throughout New England.

EXCEPTIONAL YEAR IN TEXTILES

Large Retail Movement, but Difficult Period in Primary and Wholesale Channels

THE year 1926 was a most unusual one in the textile trades. While the retail movement of merchandise was generally good, wholesale and primary markets passed through the most trying period in five years. As 1925 closed, business was influenced largely by the great improvement in agricultural conditions over those of the previous year, but 1926 was hardly under way before it became apparent that over-production, over-styling and cautious purchasing by retailers were giving buyers unusual advantages. Prices began to decline, and the mills found it necessary to curtail. Textile raw material prices started to fall, the break in jute having commenced before the year opened. Spot cotton reached its highest point on January 19 at 21.25¢, and by October 28 it had dropped to 12.45¢, a pound. The lowest price of jute in 1925 was £39 per ton, while during the Fall of 1926 it was down to £27, and has been declining more or less regularly throughout the year. Flax continued to decline as flax-growing Europe began to settle down to work. In the last quarter of the year, raw silk markets became weak and fell 15 per cent. at about the time the Spring silk business was developing for the season of 1927. Silk imports were the largest ever reported, approximating 500,000 bales.

Although the general purchasing power remained quite steady and was reflected in a large movement of dry goods at retail, Southern mills curtailed production in May and June by an agreement arrived at with New York merchants. Earnings of large units of textile production were meager. Cotton had declined slowly from the inception of the crop-planting season, when it became known that 49,000,000 acres were seeded. Until early in September, however, there was little promise of a very large crop. In that month, indications pointed to a large crop and prices dropped 4¢ a pound in thirty days. By December, the Government was forecasting a crop of 18,600,000 bales, the largest, by 2,000,000 bales, ever grown. That had a depressing influence on all textile raw material prices, including silk, and it probably checked a rise in wool. Declines in prices for goods, particularly in silks and dress cottons, was accentuated by frequent style changes and the offering of huge quantities of fancy and novelty merchandise. In July, there was a break of 35¢ a pound in rayon yarns, and in October a further drop of 20¢ a pound, and prices for many rayon mixtures fell in retail channels.

Two severe textile strikes occurred during the year, one in Passaic worsted mills, lasting ten and a half months, and another in the cloak and suit industry in New York, lasting four months. Recovery from the curtailment of production began after mid-year, and continued well into the Fall. The wool goods industry began to show real improvement in the last half of the year, and has been rather steadier than either cotton or silk. By the end of the year buyers looking into 1927 were showing much more confidence in textile prices, and, following a good holiday trade, were anticipating a good Spring business. In many ways, it was borne in on producers and distributors of dry goods that new methods, more in accord with those pursued in other lines of business, would have to be applied to the textile industries, to meet a condition where consumers bought fairly steadily and retailers sold at a fair profit, while producers either lost money or made little. As a consequence, a Cotton Textile Institute has been formed, a Wool Council established, the group activities of the Silk Association extended, and in other directions national movements are under way to bring about merchandising changes as well as some control that will regulate production or prevent its constant excesses.

State and municipal bond flotations in 1926, according to the *Daily Bond Buyer*, aggregated \$1,360,002,956, as compared with \$1,404,702,240 the year before and \$1,446,688,993 in 1924.

Porto Rico imported during the fiscal year ending June 30, 1926, United States commodities to the value of \$83,046,553, while this country took merchandise from the island to the value of \$88,106,570.

Clothing Trade at Baltimore

BALTIMORE.—Reports from the various divisions of the clothing industry lack uniformity, and this line of activity is not in a condition so satisfactory as it was a few years ago. A rather large number of recent failures and some consolidations afford tangible evidence of this rather unsatisfactory situation.

Manufacturers of men's clothing are running full time, and report a shortage of labor. Fall trade was hardly up to expectations, and Spring orders thus far have not been especially encouraging. It is said, however, that Spring buying does not become brisk until about the second week in January. There was a good Autumn demand for blue overcoats, and wholesalers are cleaned out. Business in the cotton States is poor, but trade in West Virginia is fair. Conditions in western Pennsylvania are unsettled, but buying in the Middle West is good. Threatened frost in the far South, especially in Florida, may jeopardize trade from that section. Most of the advance Spring business is in light colors, which give promise of becoming even more popular than they were last Spring. Plaids and cheviots are in good demand, but stripes and worsteds, are not selling so well this season. Wholesalers' stocks are subnormal, and the retailer still is adhering to a hand-to-mouth buying policy. This results in frequent re-orders and additional expense on the part of the wholesaler. The 1926 sales volume ranges from

par with the 1925 sales total to a 10 per cent. increase. Spells of cold weather have been far and few between as compared with Winters a few years ago, and this fact has had a tendency to retard the movement of retailer's stocks. The average consumer seems rather apathetic, and he probably will await the post-holiday clearance sales. Wages are unchanged. Wool piece goods declined at the outset of the season in August to the extent of 5 per cent. but duplicate orders are now being filled at the pre-August quotations. Prices of finished garments are fairly well stabilized.

Some houses specializing in youths' and boys' clothing have fared fairly well, and report a volume increase of 10 per cent. over the 1925 figures. Other wholesalers in this division say that heavy sales of lumberjacks with a pair of corduroy or woolen pants have impeded the movement of boys' suits. The latter houses did not surpass the 1925 sales total. Prices have declined about 5 per cent. and there have been no strikes in the men's and boys' clothing divisions.

In the women's division of the industry, coat and suit plants are running full time, and wages have advanced about 10 per cent. since last Summer. The settlement of the New York strike has relaxed the tension of the local situation, although there still is a scarcity of skilled help. Some Spring business already has been booked, but not much forward trade is expected until a week or so hence. The 1926 volume increase ranges from 5 to 15 per cent. Prices

(Continued on page 31)

One billion one hundred and ninety two million board feet of timber, in the form of lumber and all other timber products, an increase of 170,000,000 board feet over any previous year, were cut within the national forests during the past year, according to the Forest Service, United States Department of Agriculture.

The results of an investigation to determine the effect on baking quality and chemical composition of flours subjected to various forms of excessive grinding and of different degrees of fineness have been published by the Department of Agriculture in a new bulletin. The materials used in the investigations were obtained from commercial mills and consisted of three lots of high-grade coarse middlings stocks, two from soft red Winter wheat, and one from hard wheat, a straight flour from soft red Winter wheat, and a patent, first clear, and second clear flour from hard wheat.

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DIVIDEND NOTICES

AMERICAN TELEPHONE AND TELEGRAPH COMPANY

BELL SYSTEM

149th Dividend

The regular quarterly dividend of Two Dollars and Twenty-Five Cents (\$2.25) per share will be paid on January 15, 1927, to stockholders of record at the close of business on December 20, 1926.

H. BLAIR-SMITH, Treasurer.

ANACONDA COPPER MINING CO.

25 Broadway,
New York, December 28, 1926.

DIVIDEND NO. 94.

The Board of Directors of the Anaconda Copper Mining Company has declared a dividend of Seven-Five Cents (.75c.) per share upon its Capital Stock of the par value of \$50 per share, payable February 21, 1927, to holders of such shares of record at the close of business at 12 o'clock Noon, on January 15, 1927.

A. H. MELIN, Secretary.

WESTINGHOUSE ELECTRIC

& MANUFACTURING COMPANY

A Quarterly Dividend of 2% (\$1.00 per share) on the PREFERRED STOCK of this Company will be paid on January 15, 1927.

A Dividend of 2% (\$1.00 per share) on the COMMON STOCK of this Company for the quarter ending December 31, 1926, will be paid January 31, 1927.

Both Dividends are payable to Stockholders of record as of December 31, 1926.

H. F. BAETZ, Treasurer.

New York, December 20, 1926.

INTERNATIONAL PAPER COMPANY

New York, Nov. 24, 1926.

The Board of Directors have declared a regular quarterly dividend of one and three-quarters per cent. (1 3/4%) on the cumulative 7% Preferred Stock of this Company, and a regular quarterly dividend of one and one-half per cent. (1 1/2%) on the cumulative 6% Preferred Stock of this Company, for the current quarter, payable January 15, 1927, to holders of record at the close of business January 3rd, 1927. Checks will be mailed. Transfer books will not close.

OWEN SHEPHERD, Treasurer.

OTIS ELEVATOR COMPANY

26th St. & 11th Ave., N. Y. C.

December 21, 1926.

A quarterly dividend of \$1.50 per share on the Preferred Stock and a cash dividend of \$1.50 per share on the Common Stock will be paid January 15, 1927, to stockholders of record at the close of business on December 31, 1926.

A 25% stock dividend will be paid February 1, 1927, to common stockholders of record at the close of business on January 5, 1927.

C. A. SANFORD, Treasurer.

The American Petroleum Institute estimates that the daily average gross crude oil production in the United States for the week ended January 1 was 2,388,400 barrels, as compared with 2,402,350 barrels for the preceding week, a decrease of 13,950 barrels. The daily average production east of California was 1,724,400 barrels, as compared with 1,738,750 barrels, a decrease of 14,350 barrels.

The estimated daily average gross production of the midcontinent field, including Oklahoma, Kansas, Panhandle, north, east central, west central and southwest Texas, north Louisiana and Arkansas, for the week ended January 1, was 1,351,550 barrels, as compared with 1,358,250 barrels for the preceding week, a decrease of 6,700 barrels. The midcontinent production, excluding Smackover, Ark., heavy oil, was 1,243,750 barrels, as compared with 1,249,600 barrels, a decrease of 5,850 barrels. Receipts of California oil (crude and refined oils) at Atlantic and Gulf Coast ports for the month of December totaled 2,406,000 barrels, a daily average of 77,613 barrels, compared with 2,744,000 barrels, a daily average of 91,467 barrels for the month of November.

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In this preliminary work DUN'S INTERNATIONAL REVIEW has been of inestimable value to hundreds of American manufacturers. The intelligent use of its advertising pages has enabled many concerns to investigate the possibilities for their lines in the export field. It has assisted scores to build up a chain of agencies around the world. It has helped others to get their goods introduced in foreign markets and make them familiar to foreign traders.

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Send for this booklet and learn how this service can assist in expanding the volume of *YOUR* export sales.

Clothing Trade at Baltimore

(Continued from page 29)

on Spring garments are about 5 per cent. below last year's quotations. There have been some labor disturbances but no formal strikes.

Children's garments show a sales increase of 10 per cent. over the 1925 total. Current trade is better than it was last year at this time. Factories are running two-thirds capacity, due partly to the adjustment of labor difficulties in some other markets. Industry is affected by the low price of cotton, and buyers are holding off for expected reductions. Wages are unchanged. Collections are fair to good. Buying in the South is weak, and outlook is only fair. Children's dress manufacturers are running close to capacity schedules, despite keen competition, especially from other markets. The 1926 volume shows a slight increase over last year's figures. Wages have risen about 15 per cent., but prices of the finished garment have advanced only about 10 per cent., the difference having been absorbed by the wholesalers who are carrying subnormal stocks. Retailers are buying mostly for immediate future requirements, and they still are disinclined to make sizable forward commitments.

Large Imports of European Leathers

DURING 1926 there were large importations of European leathers, owing to a lack of any tariff on many lines. Imports during November alone amounted to \$2,369,024, and were particularly heavy of calf and whole kip. These totaled 1,330,414 square feet, for a value of \$439,422. A considerable portion of this represented stock usually classified as fancy leathers, although heavy importations of fancy kid, including brocade effects and plain silver and gold, were brought in.

Indications are that imported reptile leathers will continue very popular next year in genuine material, particularly lizard and alligator. Snake skins, however, have been in lessened call for some time, but are still selling well for pocketbooks, etc. This is especially the case in large scale varieties, such as boas, pythons and

anacondas, and these are also still being extensively used in women's handbags, etc. The water snake or karung variety, beautifully marked and practically scaleless, is the most popular for shoe wear, and imitations of this in kid in German and other tannages are going well. The same tannages of calf in imitation lizard have enjoyed a good call for a long time, and continue to sell well. German Galuchet, or imitation Japanese shark grain in chrome tannage kid, is now being introduced in a somewhat heavier grain for men's wear. Samples have been made up in this in attractive styles for display at the Chicago show by Chicago, Milwaukee and Newark shoe factories, and the leather is said to have a very similar appearance to Scotch grain. The tannage is a special process to prevent the grain from scuffing.

General Business Notes

Cotton exports for the crop year August 1 to December 31 totaled 5,453,313 bales, against 4,531,901 bales for the corresponding period in 1926.

Exports of American pianos during the first ten months of 1926 were valued at \$5,164,182, an increase of \$394,968 over the same period in 1925.

The National Purchasing Agents' Association places the November industrial consumption of coal at 42,324,000 tons, a gain of 1,200,000 tons for the month.

The value of diamonds imported into the United States during 1926 exceeded \$60,000,000. The average cost of diamonds during the year was about \$400, or almost double that in pre-war days.

Exports of automobile passenger cars and trucks from the United States during the eleven months ending November 30, 1926, amounted in value to \$204,206,580, an increase of almost \$5,000,000 compared with the same period in 1925.

The world's visible supply of tin increased during December 1,069 tons and at the end of the year stood at 16,326 tons against 18,024 tons at the same time in 1925, according to the London and New York Metal exchanges.

According to the Journal of Commerce, the bonds and notes of industrial corporations that will mature in 1927 will amount to \$192,625,168; those of public utility corporations to \$280,413,870; and those of railroads to \$357,568,710, a total of \$830,607,748.

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